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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY  
MITCHELL BROS. COMPANY  
(INCORPORATED).

VOL. XXIII.

CHICAGO, ILLINOIS, JULY 15, 1904.

No. 1.

ONE DOLLAR PER ANNUM,  
SINGLE COPY, TEN CENTS.

## THE WILLIAMS Automatic Bagging and Weighing Machine



Is a perfect device for rapidly filling and weighing sacks of all kinds of grain, flour, salt, lime, cement etc. Its essential features are

### Accuracy and Rapidity

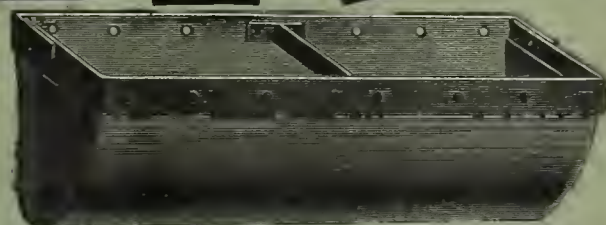
The scales are in pairs, there being two scales in one frame, operated by one man, who removes the full bag while the empty bag is automatically filled and weighed. After the weighing has taken place the sack MUST balance a standard weight. By the arrangement of two scales in one frame the flow of grain is not stopped but is continuous and no time is lost opening and closing chutes. The scales can be operated as rapidly as the filled bags can be replaced by empty ones. We want you to investigate this machine. It is the most perfect one of its kind ever offered to the grain trade. For particulars, prices, etc., address

WILLIAMS BROS. & SNIDER,  
MINDEN LOUISIANA

## WE ARE MAKERS NOT AGENTS



We  
make  
them  
**ALL**



BURRELL MFG. CO., Bradley, Ill.



## The Muir Improved Friction Clutch PULLEY

WE KNOW this clutch is better than any other. Write us and we will show you in plain certain fashion why this is so. It is not high priced and we guarantee absolute satisfaction. Made in all sizes and for high speed.

## SKILLIN & RICHARDS MFG. CO.

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CHICAGO

### We Make Coldrolled Steel Conveyor in All Sizes

Which is BETTER than the old style. We also make everything else you need in your elevator for handling grain. THE VERY BEST and at low prices. Sprockets, Chain, Elevator Buckets, Pulleys, Shafting, etc. Rope Transmission, etc.

SEND FOR OUR NEW CATALOGUE--JUST OUT.

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Stock Orders Executed  
on New York Stock  
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Members Chicago Board of Trade,  
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Commerce

**Fyfe & Manson & Co.**  
**GRAIN & PROVISIONS.**

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54-56 Board of Trade Building, Chicago

MINNEAPOLIS

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MILWAUKEE

H. M. Paynter, In Charge of Cash Grain Department

L. H. MANSON

The Post or Journal containing our Daily Market Letter, in which appears Chicago Board of Trade continuous quotations from the opening to the close of business,

will be sent free upon application

Tel. Harrison 1925-2189



# Corn Shellers?

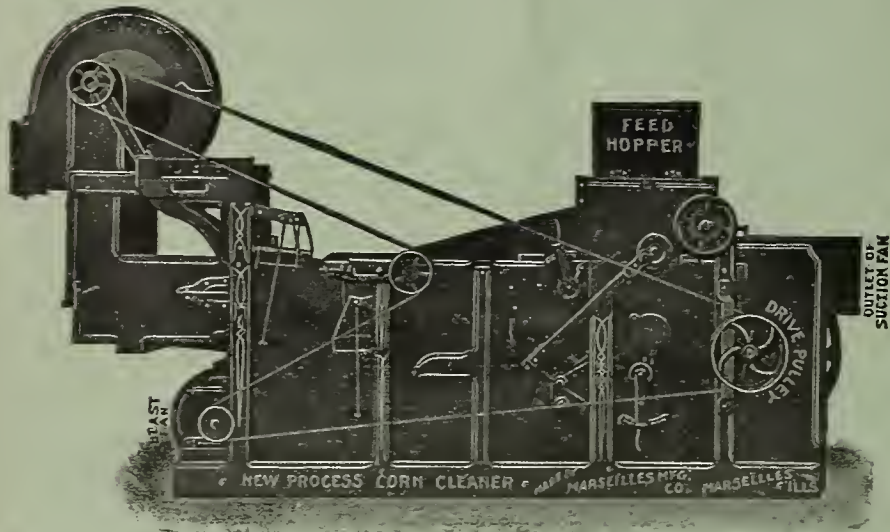
# Do We Make 'Em?

*Well, just ask us for a copy  
of our Catalogue No. 35*

It tells all about the best and most complete line of Corn Shelling Machinery manufactured. We make Shellers and Cleaners as separate machines. Also a complete line of

## Combined Shellers and Cleaners

for shelling both husked and unhusked corn.



NEW PROCESS CORN CLEANER, WITH SHUCK SEPARATING FAN.



BLOMGRAN BROS. & CO.

NEW PROCESS CORN SHELLER ONLY.

The New Process Combined Shuck Sheller and Cleaner is the only machine that can be fitted for either husked corn of Northern States or the unhusked corn of Southern States.

*If you're going to buy a Corn Sheller  
or Corn Cleaner, get a New Process.*

We are also manufacturers of Power Transmission Appliances and Grain Elevating and Conveying Machinery. We solicit specifications and the privilege of quoting on any requirements in this line.

**Marseilles Mfg. Co.** MARSEILLES, ILLINOIS.

BRANCHES

Peoria, Ill.

Council Bluffs and Cedar Rapids, Ia.

Kansas City, Mo.

## The Evans Controllable Wagon Dump.

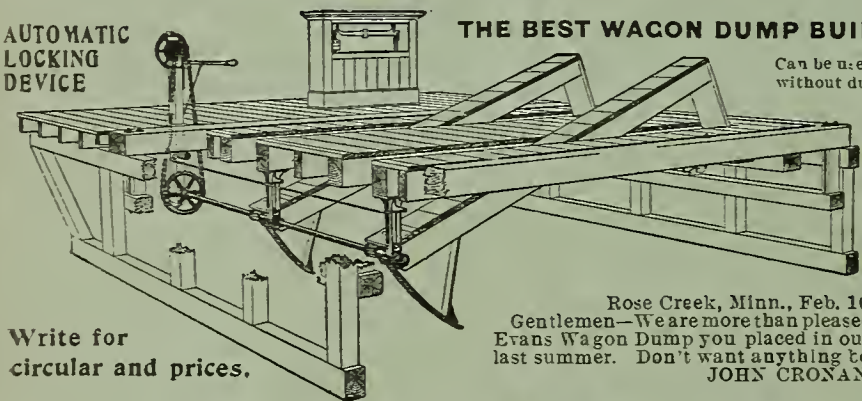
AUTOMATIC  
LOCKING  
DEVICE

THE BEST WAGON DUMP BUILT

Can be used with and  
without dump scales.

Absolute  
safety  
control,  
great  
strength  
and  
durability

Patented  
April 12,  
1898.



Write for  
circular and prices.

Rose Creek, Minn., Feb. 10, 1901.  
Gentlemen—We are more than pleased with the  
Evans Wagon Dump you placed in our elevator  
last summer. Don't want anything better.  
JOHN CROXAN & CO.

**MOULTON & EVANS,**

909 E. 18th Street, Minneapolis, Minn.

## Cyclone Dust Collector



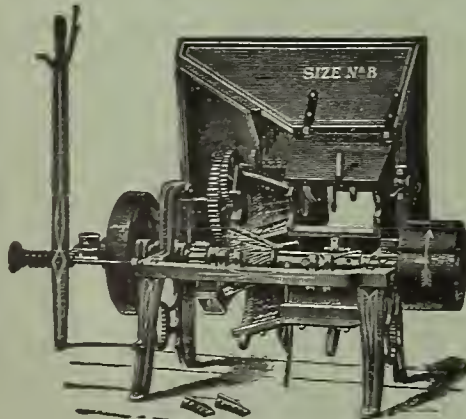
MANUFACTURED BY

**The Knickerbocker Co.**

JACKSON, MICH.

## Bowsher's All-Around Feed Mill

(Sold with or without sacking elevator)



It CRUSHES ear corn (with or without shucks) and GRINDS all kinds small grain and KAFFIR IN THE HEAD. Has CONICAL shaped GRINDERS, DIFFERENT FROM ALL OTHERS. RUNS LIGHT. Can run EMPTY WITHOUT INJURY. Ahead of rolls or stones in speed and quality of work.

YOU NEED a mill now. QUIT THINKING about it. COMMENCE to investigate. Give US a chance and we'll tell you WHY we think ours is the best. SEVEN SIZES: 2 to 25 H. P. Circular sent for the asking.

Exhibit at the WORLD'S FAIR, Block 10, Aisle G-1, Agricultural Building.

Drive pulley overhanging Belt to it from any direction. Makes complete independent outfit.

**THE N. P. BOWSHER CO.,** South Bend, Ind.



# KILN-DRIED CORN

Hess System

BEST FOR EXPORT

BEST FOR SHIPPING

BEST FOR STORING

BEST FOR MILLING

## Because It Keeps

Sold by the principal corn dealers in the Mississippi, Ohio and Missouri Valleys—a list of whom I will mail on application, together with my illustrated booklet describing the process. Send for one :: ::

Geo. H. Hess, Jr.

710 Tacoma Bldg.

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# Concrete Grain Storage

Fireproof

Indestructible

Requires no painting

Preserves the grain

No rust or repairs

Reasonable in price

John S. Metcalf Co.

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Hopper Scales

R. R. Track  
Scales

Wagon Scales

Portable Scales

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for  
scale  
catalogue

Fairbanks, Morse & Co.

CHICAGO DETROIT INDIANAPOLIS ST. PAUL KANSAS CITY CINCINNATI CLEVELAND LOUISVILLE SALT LAKE CITY LOS ANGELES MINNEAPOLIS SAN FRANCISCO PORTLAND, ORE. ST. LOUIS OMAHA DENVER

Fairbanks-Morse Gasoline or Gas Engines, 2 to 150 H. P. Guaranteed.

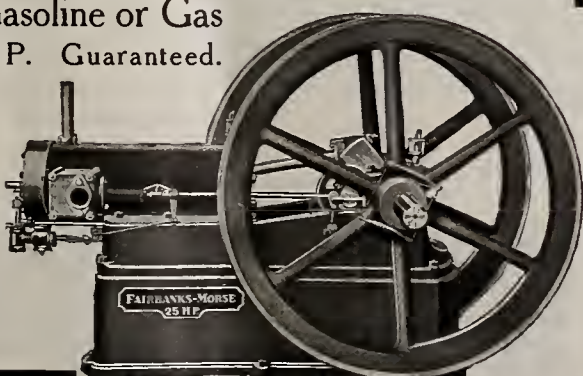
BEST FOR GRAIN ELEVATORS AND GRAIN DEALERS for power or pumping.

FAIRBANKS, MORSE & CO. Dept. A 32. Chicago

Gentlemen: Please send us prices and catalogues of \_\_\_\_\_ H. P. engine.

Yours truly,

Name \_\_\_\_\_ Address \_\_\_\_\_



## DO YOU SEEK ACCURACY IN WEIGHING YOUR GRAIN?

The Richardson Scale is the "weigh" to get it.  
We guarantee the accuracy to be within one ounce in 100 lbs. Over 2,000 sold.



5 Sacks  
Per  
Minute

Accurately  
and  
Automatically  
Weighed  
and  
Registered.

Enquiries  
Solicited

RICHARDSON  
SCALE CO.  
14-20 Park Row  
NEW YORK

# SEEDS

THE ALBERT DICKINSON CO.

.....DEALERS IN.....

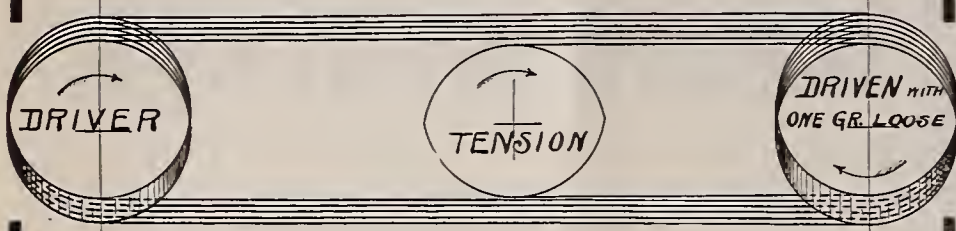
GRASS SEEDS, CLOVERS, FLAX SEED, LAWN GRASS, BEANS,  
PEAS, POP CORN, BIRD SEEDS, BUCKWHEAT, BAGS, ETC.

CHICAGO, ILL.

BRANCH: MINNEAPOLIS, MINN



# ROPE DRIVES



WE DESIGN, ENGINEER AND MANUFACTURE MACHINERY FOR TRANSMITTING POWER BY MANILA ROPE—THE MODERN DRIVE. *Send for Catalog.*

## Stephens - Adamson Mfg. Co.

MAIN OFFICE AND WORKS, AURORA, ILL.



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San Francisco, Cal.—California Engineering and Construction Co.  
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Memphis, Tenn.—R. N. Erion  
Nashville, Tenn.—Schuyler & Oswald  
Salt Lake City, Utah—Utah Mining Machinery and Supply Co.  
Seattle, Wash.—Caldwell Bros. Co.  
Butte, Mont.—Western Mining Supply Co.  
Montreal, Can.—Peacock Bros.

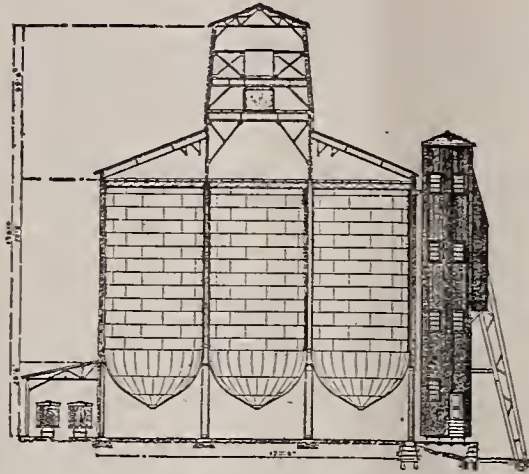
## Riter-Conley Mfg. Co.,

MANUFACTURERS, ENGINEERS, CONTRACTORS.

Grain Elevators of Steel,

ALSO

Gas Holders with Steel Tanks.



Cross section of Great Northern Elevator furnished by us at Buffalo, N. Y. Three million bushels' capacity. Steel throughout.

Water and Oil Tanks,  
Steel Buildings,  
Steel Stacks and  
Steel Construction of  
Every Description,

Designed,  
Furnished and  
Erected in  
All Parts of the World.

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Plate, Tank and Boiler Works, First, Second and Third Aves.

Structural Works, Preble Avenue, Allegheny City, Pa.

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LONG-DISTANCE TELEPHONE CONNECTIONS.

**MILLS**  
**FOR ELEVATORS**  
ALL KINDS ALL PRICES.

BURR  
GRINDERS



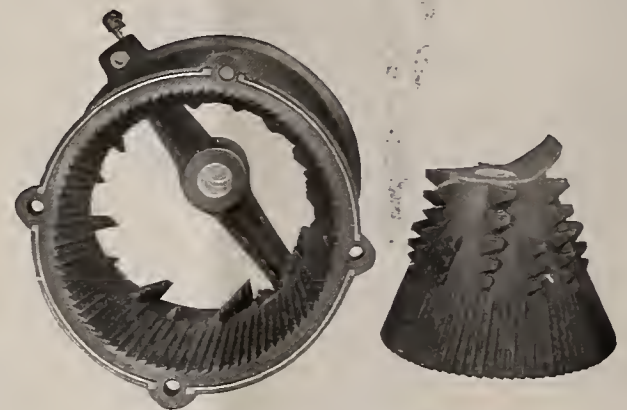
IRON  
GRINDERS

FOR  
COB FEED  
CHOP FEED  
TABLE MEAL

**RICHMOND CITY MILL WORKS**

RICHMOND  
INDIANA

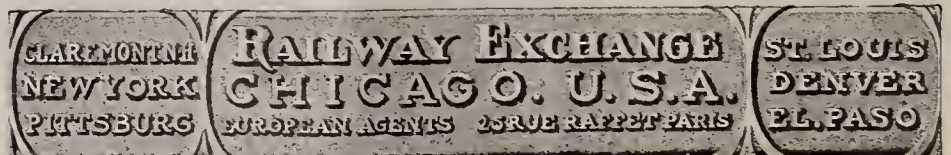
## SULLIVAN MACHINERY CO.



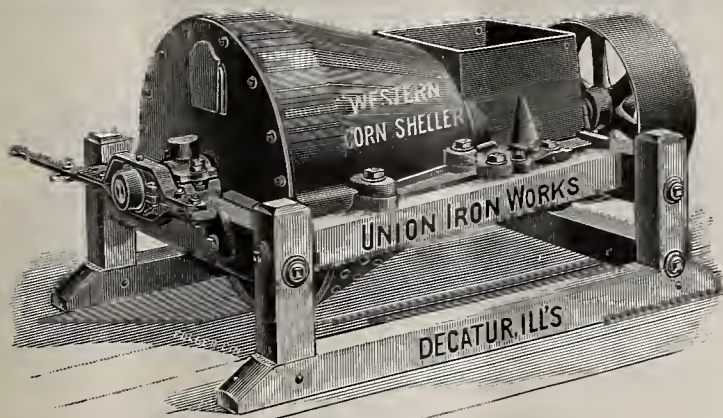
The Grinding Parts  
OF  
**Sullivan Corn and Cob Crushers**

as shown above, consist only of a cone and shell, built of a special grade of white chilled iron. These parts may be adjusted for shelling only, or for crushing to the size of wheat. 100,000 bushels have been crushed with these parts before replacing.

SEND FOR BOOKLET







"Western" Warehouse Sheller

Are You Building a New Elevator?  
Are You Remodeling Your Old One?

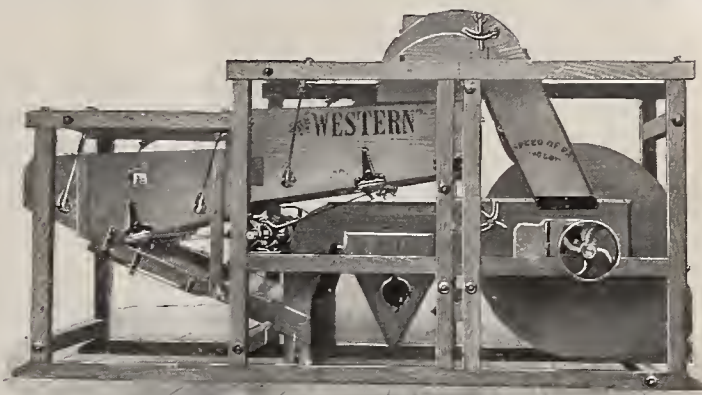
IF SO, EQUIP IT WITH

**"Western" Machinery**

Plans furnished  
upon application

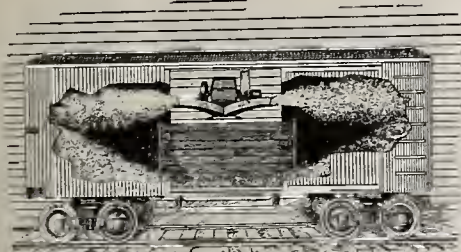
WRITE FOR CATALOG WITH CUTS AND FULL  
DESCRIPTIONS TO

**UNION IRON WORKS**  
DECATUR, ILL.



"Western" Shaker Cleaner

## The Boss Car Loader



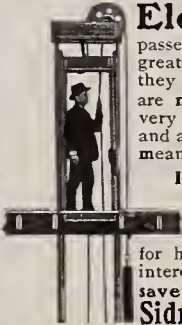
which is shown in the accompanying cut, is without doubt the best car loader on the market.

For particulars, write to

**Maroa Mfg. Co.**

Maroa, Ill.

## Our Grain Warehouse Elevators—



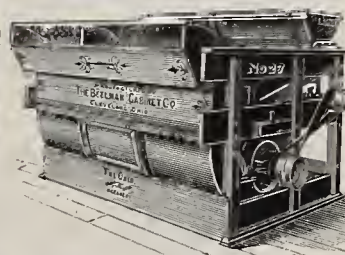
passenger and freight—were in great demand last year, and they made lots of friends. They are money savers; take very little space; are handy; and are cheaper than any other means of transit.

Install one in your new Grain Elevator

We have lately issued a new catalogue of elevators for heavy service. If you are interested, write us. We can save you money.

**Sidney Elevator Mfg. Co.**  
SIDNEY, OHIO

## THE "OHIO" GRAIN AND SEED CLEANER.



Will clean any Seed or Grain that grows. Larger Capacity, Less Power Required than any other Cleaner Made. Get Our Catalog of Hand and Power Machines.

**BEELMAN CABINET COMPANY,**  
40 Columbus Street. - - Cleveland, O.

# QUICK FEED GRINDING

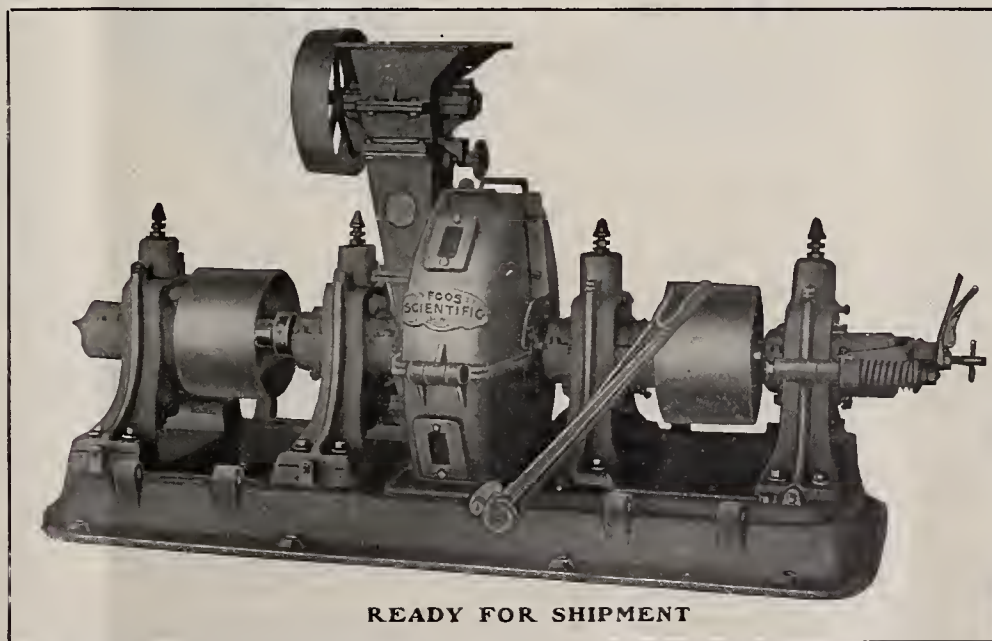
## The SCIENTIFIC ATTRITION MILL

Is acknowledged by all the large cereal mills to be the standard

It will grind Screenings, Bran, Corn and all Grain fit for every market.

Costs little to run and easily maintained.

Made in four sizes, 10 to 50 horse power.



READY FOR SHIPMENT

Will earn its cost every three months.

Also a full line of small mills, 4 to 20 h. p., Crushers, Separators and Fittings.

Get New Special Feed Grinding Catalogue.

**THE FOOS MANUFACTURING CO.**

ESTABLISHED 25 YEARS

SPRINGFIELD, OHIO



# Machine Molded

# Gears

We manufacture a very complete line of Gears 1-inch pitch and larger; they are noted for their strength, durability, true rims, accurate pitch, and smooth running. They save power, because of their high efficiency. If you use gears you should have our Catalogue No. 27.

**H. W. CALDWELL & SON CO.**

17th and Western Avenue,

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NEW YORK: 95 Liberty Street

ATLANTA: 917 Empire Building

DALLAS, 202 Trust Building

## MIDLAND MACHINERY CO.

Elevator and Flour Mill Machinery

**BEST**

MACHINERY  
SUPPLIES  
SERVICE  
PRICES

412 South Third Street, Minneapolis, Minn.

## Link-Belt Supply Co.

MINNEAPOLIS, MINN.

A Full Line of ELEVATOR Machinery in STOCK  
for PROMPT SHIPMENT

Power Grain Shovels, Steam Engines, Boilers,  
Conveyors, Rope Drives Pumps, Heaters

WRITE US

## Insurance on Elevators and Grain!

During 23 Years of Successful Business We Have Furnished Our Members the Most Reliable Insurance at about Half the Rates which Stock Insurance Companies have charged during the same period.

We Have--Paid Losses \$1,000,000.00. Total Assets \$1,250,000.00. Net Cash Surplus \$250,000.00.

Michigan Millers Mutual Fire Insurance Co.  
OF LANSING, MICHIGAN.

## REDUCE YOUR EXPENSES

The progressive, thoughtful, wide-awake grain dealer places insurance with the Grain Dealers Insurance Co., because it insures grain dealers' property only and saves him money.

A proposition worthy your consideration will be submitted by sending the dates your present insurance expires.

Write at once to the

**GRAIN DEALERS  
NATIONAL MUTUAL  
FIRE INSURANCE  
COMPANY**

INDIANAPOLIS, - INDIANA  
C. A. McCOTTER, Secretary

## INSURANCE

ON GRAIN ELEVATORS  
AND CONTENTS

Is furnished at cost by the

MILLERS' NATIONAL INSURANCE Co.  
of Chicago

It is a Mutual Company which insures more mills and grain elevators than any other company in the United States.

It has been in business 27 years and its average annual cost for insurance to mutual policyholders has been about one-half of the board rates of stock companies.

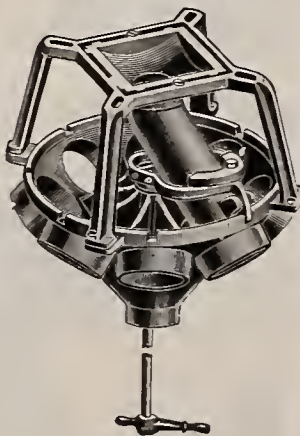
It had admitted assets, January 1, 1903, of \$3,380,676.56, and a net cash surplus over all liabilities of \$466,594.95. Losses paid, \$3,939,221.28.

The same conservative management which has directed the Company's affairs all through its prosperous existence will be continued.

Before placing your insurance, write to the Company at No. 205 La Salle Street, Chicago, for a copy of the circular and statement, which fully explains the Company's method of insuring your class of property on the mutual plan. If your risk is up to the required standard you cannot afford to insure in any other company.

W. L. BARNUM Secy.

## THE HALL SIGNALING DISTRIBUTOR IS UNIQUE.



6-inch, 8 ducts.  
NON-MIXING.

Our Distributor has so many genuinely economical features "built into it" in the interest of the elevator owner that it really has no competitor. It signals operator "bin full" or "spout clogged"—prevents chokes—requires less cupola room—less spouting—saves labor and trouble—lasts forever.

That you may demonstrate its superiority on your own premises, it will be

SENT ON TRIAL.  
SEND FOR BOOKLET.

**Hall Distributor Co.**

506 First Nat. Bank Bldg., OMAHA, NEB.

A "WANT AD" in the "AMERICAN ELEVATOR AND GRAIN TRADE" will do the business.

## MILL OWNERS' MUTUAL FIRE INSURANCE COMPANY

DES MOINES, IOWA

Insures Mills, Elevators, Warehouses  
and Contents.

Oldest Flour Mill Mutual in America

SAVED TO MEMBERS  
NEARLY \$1,000,000.00

J. G. SHARP, Sec'y,  
DES MOINES, IA.

## A GRAIN SPOUT

That will  
load cars  
without  
shoveling.  
It is worth  
its weight in  
gold.  
It will save  
you in labor  
all it cost in  
less than a  
month.

Send for Prices  
to



**H. SANDMEYER & CO.,**  
PEORIA, ILLINOIS.





Read What Users of Our Latest Type  
of Elevator Separators Have  
to Say of Them:



Kansas City, Mo., May 14, 1904.

THE S. HOWES CO., Silver Creek, N. Y.

GENTLEMEN :

We have had your two No. 184 "Eureka" Two-Fan, Two-Shoe, Counterbalanced Separators in operation for some time, and find them to be in every way satisfactory. We consider the counterbalancing arrangement a great improvement, as the machines run smoothly, and without jarring or vibration. The aspirations are all that could be desired, and we find the machines to be well and heavily built, and we consider these cleaners are the best that are made, and are in every respect entirely satisfactory. It was on account of the good work obtained from these machines that we placed our order with you for the cleaners and clippers for our new Harlem elevator.

Yours very truly,

HARROUN ELEVATOR COMPANY,

(Signed)

Per A. M. Harroun.

**THE S. HOWES COMPANY**

"EUREKA" WORKS

Silver Creek, N. Y.

ESTABLISHED 1856



CHICAGO OFFICE: 202 Traders' Building.  
NORTHWESTERN OFFICE: 3 Chamber of Commerce,  
Minneapolis, Minn.  
SOUTHWESTERN REPRESENTATIVE: J. N. Heater,  
care Savoy Hotel, Kansas City, Mo.



## June Chippings

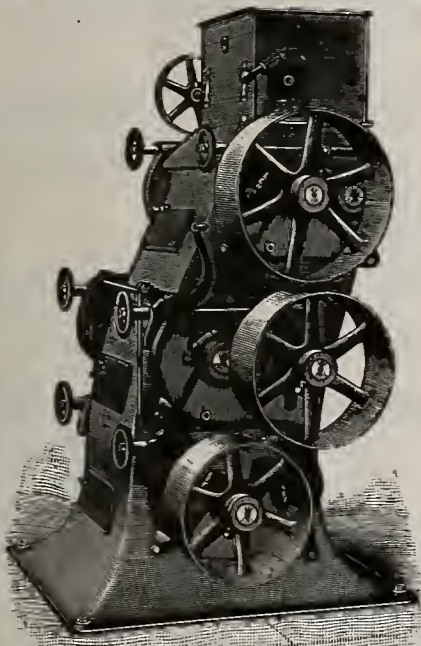
much from last year, and is not in condition. Weather has been poor for corn; too cool for prompt germination and early growth. Considerable complaints of defective stands from inferior seed are received. Acreage

The Ohio crop report, as wired here C. A. King & Co. of Toledo, made the condition of winter wheat 54, as against 53 a month ago and 89 a year ago. It said that considering the acreage plowed up the wheat prospect was the poorest in ten years except 1900. Corn very irregular due to cold, wet weather. Much rotting and some replanting.

Fears of a wet harvest turned a weak and slow early market into a strong, active and higher one later. There was persistent buying of an influential sort that start-

The Modern Miller says: "Heavy rains have created fear of floods and especially in the West, where the rainfall has been very heavy. Complaints are received that the wheat harvest in Texas is interfered with, and that the crop is being damaged in Oklahoma and Kansas by the continued rains. Otherwise crop conditions are maintained, though the prospects for the Ohio Valley are for a yield not to exceed half an average crop."

*If you have a  
Hess Grain Drier  
the loss by wet harvests and  
immature crops means  
a big profit to you.  
Free Booklet -  
Hess Warming & Ventilating Co  
710 Tacoma Bldg. Chicago*



3-PAIR-HIGH, SIX-ROLLER MILL.

## CUSTOM WORK!

UTILIZE YOUR POWER  
BY OPERATING A GOOD MILL FOR GRINDING

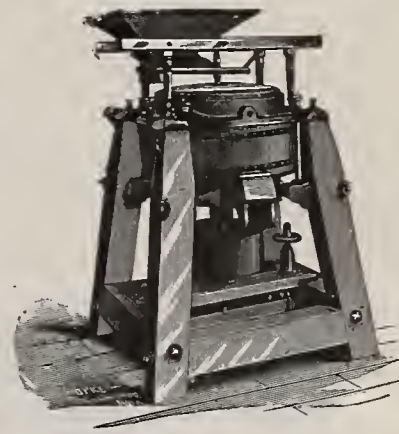
**...FEED AND MEAL...**  
— IT PAYS —

WE MANUFACTURE  
THREE-ROLL, TWO-BREAK MILLS, 2 Sizes.  
THREE-PAIR HIGH, SIX-ROLLER MILLS, 4 Sizes.  
TWO-PAIR HIGH, FOUR-ROLLER MILLS, 5 Sizes,

...And...

**PORTABLE FRENCH BUHR MILLS,**  
85 Sizes and Styles.

SEND FOR BOOK ON MILLS.



VERTICAL  
UNDER RUNNERS,  
UPPER RUNNERS,  
PULLEY AND GEAR DRIVES.

## ELEVATOR SUPPLIES AND POWER CONNECTIONS.

ROPE DRIVES, GEARING, CORN SHELLERS and CLEANERS, GRAIN CLEANERS.

**DUST COLLECTORS** (Tubular, Automatic).

### CUPS.

We manufacture Elevator Cups for all purposes, and make a greater number of sizes than found in any standard list. Our Cups have greater capacity than others of same rated size; for instance, our 3½x3 inch, list price 9c., has as much capacity as others 3½x3½ inch, list price 10c. Our prices are right.

CORRESPONDENCE SOLICITED.

**NORDYKE & MARMON CO.,** INDIANAPOLIS, INDIANA, U. S. A.

FLOURING MILL ENGINEERS, IRON FOUNDERS AND MACHINISTS. ESTABLISHED 1851.



## MONARCH ATTRITION MILLS

are the best for all feed grinding. They grind all kinds of grain to the satisfaction of your customer and with profit to yourself. If this were not true we would not have hundreds of letters like the following:

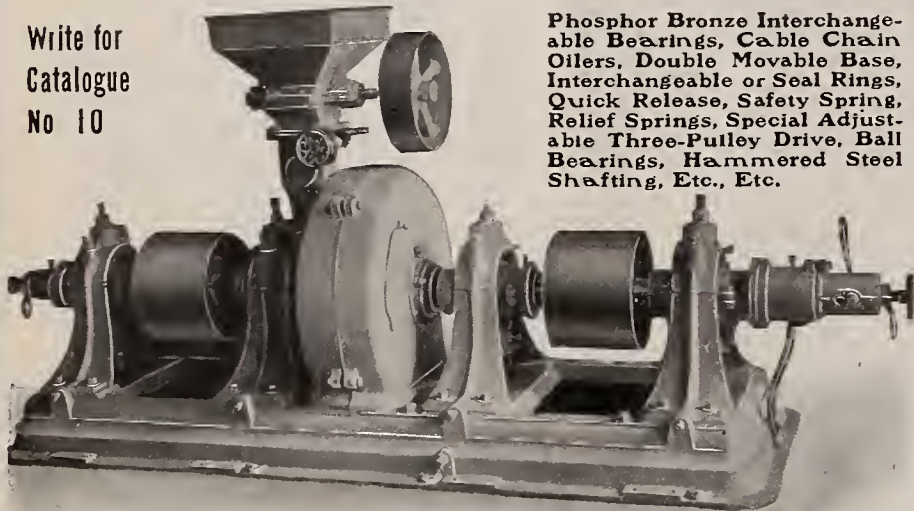
We have been operating one of your 20-inch attrition mills for two months and are very well pleased with it. It is the best on the market. Our customers are very well pleased with its work. They say they never saw corn and cob ground so fine and fast.

We have a 20-horse steam engine and can grind 50 bushels of shell corn per hour and do it as fine as any stone.

We can confidently say that the Monarch is the best mill made and would not take twice its price if we could not get another one. We will cheerfully recommend the Monarch as the best mill in the world.

—DENLINGER & CHARLES, Intercourse, Pa.

Write for  
Catalogue  
No 10



Phosphor Bronze Interchangeable Bearings, Cable Chain Oilers, Double Movable Base, Interchangeable or Seal Rings, Quick Release, Safety Spring, Relief Springs, Special Adjustable Three-Pulley Drive, Ball Bearings, Hammered Steel Shafting, Etc., Etc.

Don't hesitate - - do it NOW

**SPROUT, WALDRON & CO.**  
BOX 320, MUNCY, PA.

Burr Mills, Crushers, Shellers and a full line of Milling Machinery

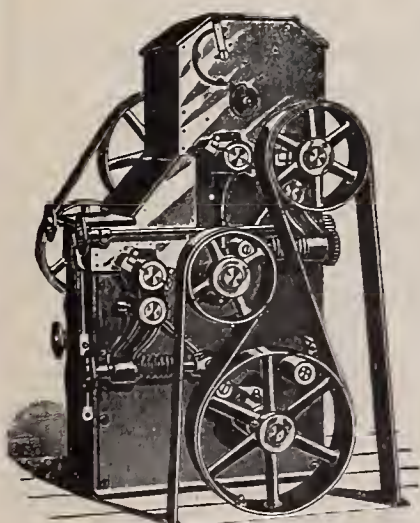
## BE NOT AFRAID

The illustrious Abraham Lincoln said: "You can fool some of the people all of the time, and all of the people some of the time, but you can't fool all of the people *all of the time*." This applies especially to the scale business. Certain manufacturers of scales, working upon the fears and prejudice of the public, and charging exorbitant prices for their goods, have been fooling the people a good many years into the belief that theirs are the only scales made that are reliable and durable. Have you been fooled? If so, don't let it occur again. When in need of a scale remember "**The Standard**," the highest product of the scale maker's art. Every scale furnished by us has our unqualified guarantee as to accuracy and durability, the material, workmanship and finish being strictly first class. So, when the other fellow tries to make a monkey of you, **be not afraid**.

OUR GUARANTEE IS GOOD

**The Standard Scale & Supply Co., Ltd.**  
127-129 MARKET STREET, CHICAGO

Quality Higher than Price    Not in Any Trust or Combine



## The Main Point

If you have poor rolls you have a poor mill. That's why we take such pains with grinding and corrugation work. That's why we have perfected two new systems of corrugation. Our new No. 19 break roll corrugation gives a greater percentage of middlings. Our new roll grinding gives you greater capacity and they stay sharper longer. Particularly prompt with our work, too. Write us about it.

AGENTS

Invincible Grain Cleaning Machinery

**STRONG & NORTHWAY MFG. CO.**  
MINNEAPOLIS, MINN.



16-inch pulley—16-inch face.

**NON-CHOKING.**

SEND FOR  
Catalogue "D"

## 7 REASONS WHY

you need the

**HALL NON-CHOKABLE BOOT!**

- 1.—It saves mixing and spoiling grain in pit clearing chokes.
- 2.—It prevents fires started by chokes.
- 3.—It doubles the amount elevated.
- 4.—It doubles the life of cups and belts.
- 5.—It renders fourfold service.
- 6.—It requires one-tenth care, trouble, labor.
- 7.—It consumes less power and has no moving parts. Besides, it's automatic.

**SENT ON TRIAL.**

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## "THE IDEAL ELEVATOR BELT."

For Elevating, Conveying and  
Power-Transmitting



Gives the best results. Holds buckets firmly and securely, and resists heaviest strains. Will do 50% more work than the best rubber belt, and will outlast three of the same. Its record for nineteen years handling grain, stone, sand, ore, coal and clay substantiates our claim. Belts warranted uniform throughout. Made of any width up to 100 inches, and any length up to one mile.

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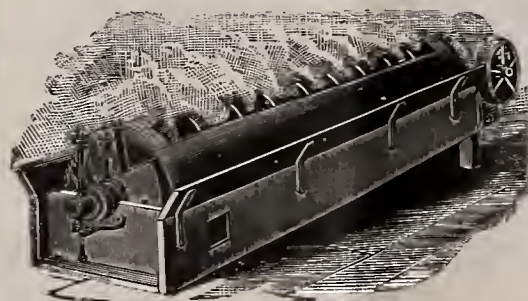
Furnishes Standard Goods at Right Prices.

**GRAIN ELEVATOR MACHINERY AND MILL SUPPLIES**

Power Transmission, Gas Engines, Steam Engines  
and Boilers.

ESTIMATES FURNISHED.

## WHY NOT USE THE ORIGINAL CUTLER STEAM DRYER,



Which is also a successful

Wheat Heater or Temperer  
or Dryer for Washed  
Wheat or Bran.

It leaves the Wheat in Perfect Condition for the Rolls. Will also dry  
Malster's, Brewer's and Distiller's Wet Grain.

Not an Experiment. In successful use 25 years drying

CORN MEAL AND HOMINY,

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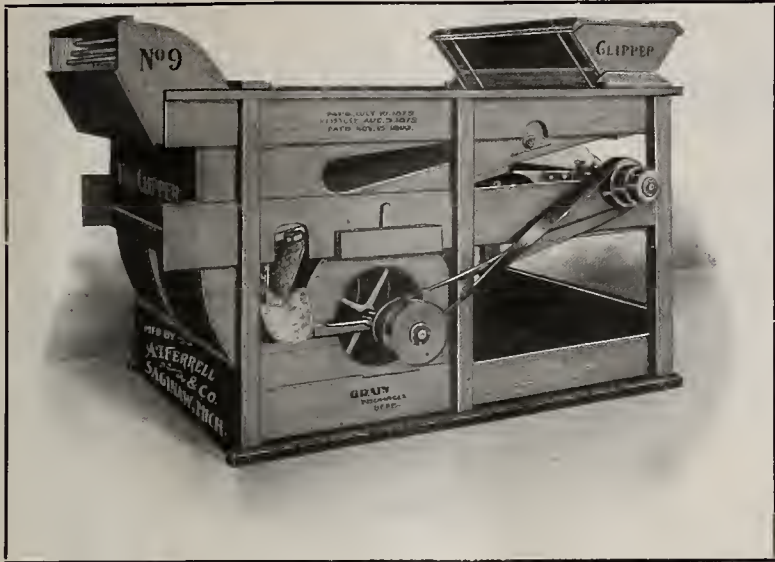
ALSO SAND, COAL DUST, GRAPHITE AND CLAY AND ORE OF ALL KINDS!

Automatic in operation, requiring no attention. Double  
the capacity of any other Dryer sold for same price.

**THE CUTLER CO., North Wilbraham, Mass.**



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stand without an equal for the economical and successful cleaning of all kinds of grain, flax, timothy, clover and all seeds and grains, including corn. The fine separations of our machines have not yet been equaled by any other cleaner.

Our Cleaners are quickly and easily installed and simple to operate. We do not have to send an expensive mechanic to set up and start them running and add his bill to the price of the machine.

The "CLIPPER" is used in thousands of local elevators all over the country. There is no other cleaner of medium price and good capacity that is so well adapted to this class of work.

Our Cleaners require but one-fourth the power of a suction cleaner of equal capacity and will do a far greater variety of work.

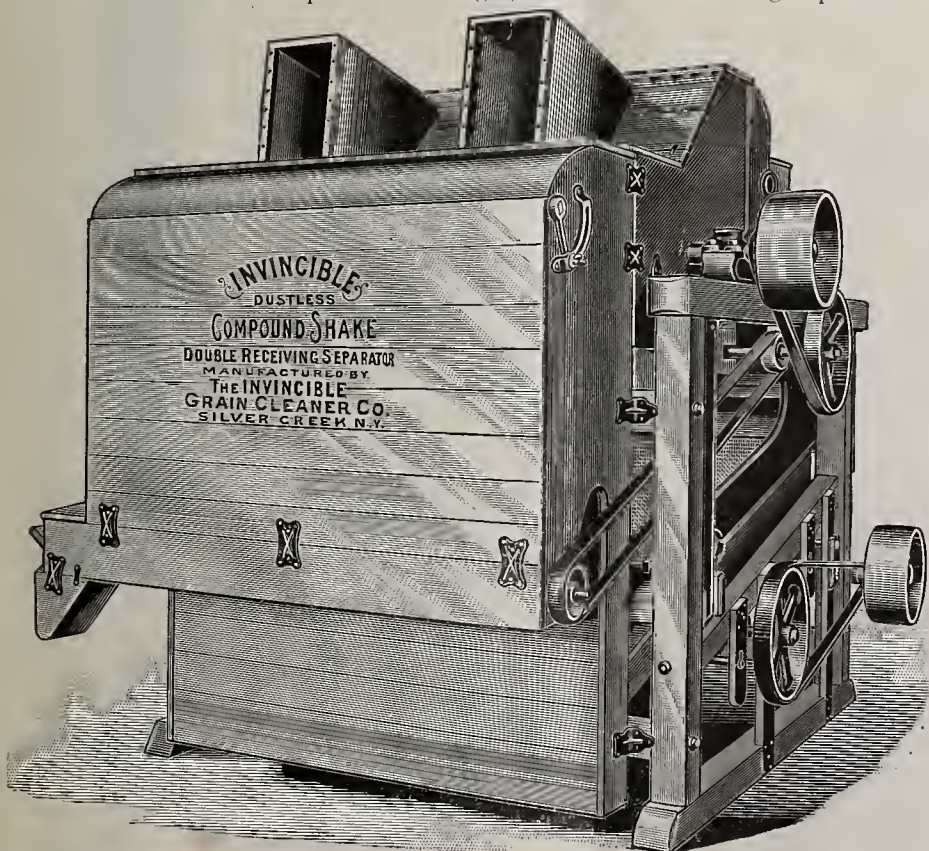
We have the only successful combination cleaner on the market, and we guarantee satisfaction.

Write for catalogue and sample plate of perforations

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## GET THE BEST Gold Dollars

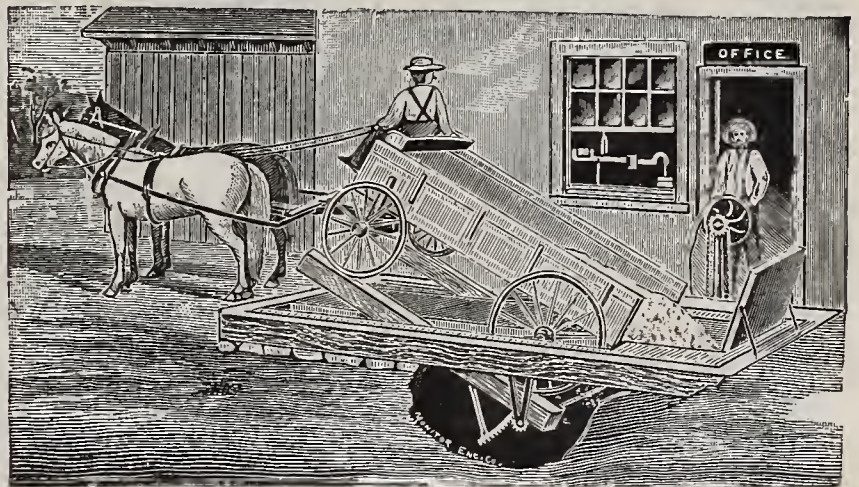
The INVINCIBLE Compound shake HIGH-GRADE Separators.  
No shake, no tremble, run perfectly steady. Can be placed anywhere in the elevator.  
The INVINCIBLE Compound shake high-grade Double Receiving Separator.



**INVINCIBLE GRAIN CLEANER COMPANY**  
SILVER CREEK, N. Y., U. S. A.

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At FIFTY CENTS apiece are CHEAP, but they do not represent a better investment than we offer the "elevator and grain trade" in our

## Controllable Wagon Dump.

WINCHESTER, ILL., February 4, 1899.

MESSRS. SAVAGE & LOVE CO., Rockford, Ill.

GENTLEMEN:—Your favor of the 28th ult. received and noted. Last July I put one of your Controllable Wagon Dumps in a Fairbanks, Morse & Co.'s 22-ft. scale, and it has given me entire satisfaction in every respect. In this locality the bulk of grain is as yet handled in sacks, and by tipping the Dump about one-half it makes a nice slant, making it very easy to pull the sacks to back end of wagon, where strings are cut and grain runs out into bin below. Every farmer, without exception, speaks in glowing terms of the merits of this Dump. In unloading loose grain from wagon there is no dump that will equal yours in being easily handled and always under control of operator. No scaring horses, no dropping of wagon and no noise. I consider a grain elevator incomplete without the Savage & Love Controllable Wagon Dumps.

Yours truly,  
M. C. WOODWORTH.

MANUFACTURED ONLY BY

**THE SAVAGE & LOVE CO., Rockford, Ill.**

FAIRBANKS, MORSE & CO., St. Paul, Minn., Northwestern Agents.



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## THE MONITOR TRADE MARK

is the headlight, lighting a clear path to success in the milling business because it represents Grain Cleaning Machinery which produces perfectly clean grain at a tremendous saving of time, labor and power.



There are more than 25,000 Monitor Grain Cleaning Machines in actual operation in the plants of pleased millers to-day. And every machine is each day earning a maximum profit by reducing labor and economizing time.

Perfectly controlled air separations and a perfect combination of air and screen separations are features which place Monitor Machines in advance of competition.

The Monitor Line includes Elevator and Warehouse Separators, Smutters and Scourers, Flax Cleaners, Oat Clippers, Seed Cleaners and special machines for special purposes.

These machines are guaranteed and sold subject to a thirty days' trial. Write to-day for catalogue.

When at the World's Fair, at St. Louis, don't fail to visit the exhibit of Monitor Grain Cleaning Machinery in the Agricultural Building, Block 107.

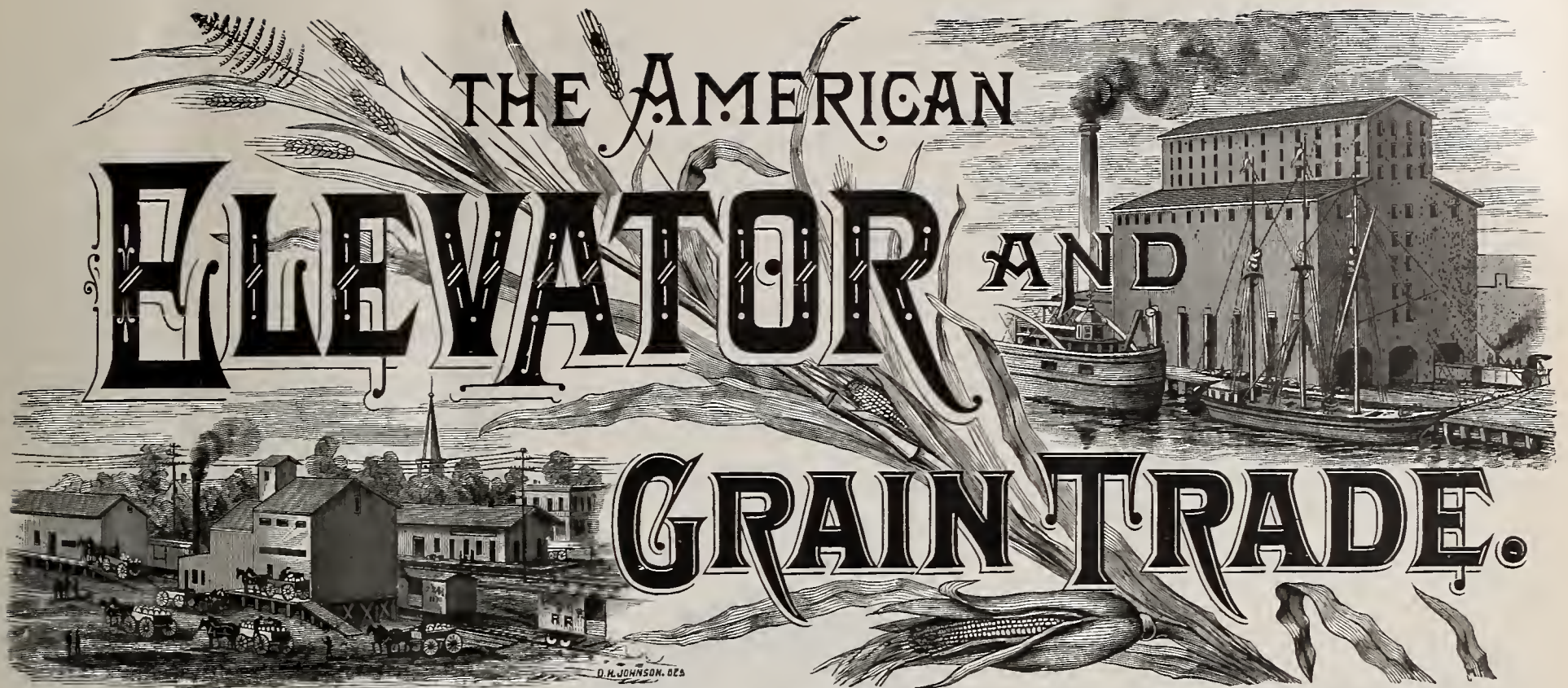
# Huntley Mfg. Co.

SILVER CREEK, N. Y.

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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY  
MITCHELL BROS. COMPANY  
(INCORPORATED).

VOL. XXIII.

CHICAGO, ILLINOIS, JULY 15, 1904.

No. 1.

{ ONE DOLLAR PER ANNUM.  
SINGLE COPY, TEN CENTS.

#### GLOBE ELEVATOR, DULUTH.

The Peavey Duluth terminal elevator, working house of wood and ironclad, was built in 1901 by the Barnett & Record Co. of Minneapolis, and fills the specifications of the Underwriters' Association, from an insurance standpoint, as closely as possible. From an operating standpoint it was built to suit the business of handling grain at the Head-of-

the-Lakes, from both an economical and a rapid handling point of view.

The engine room is equipped with a 1,200-horsepower cross-compound Filer & Stowell Engine; a 300-light direct-connected engine and dynamo of 110 volts, and a fire pump of underwriters' standard pattern of 1,000 gallons per minute. The boiler room has four Wickes Water-tube Boilers of 300 horsepower each, and fitted with automatic dust-

feeding spouts from the dust-collecting system in the elevator. The elevator has nineteen stands of elevating legs, five receivers of 8,000 bushels' capacity, five cleaners of 8,000 bushels' capacity, five shippers of 12,000 bushels' capacity, two screenings legs of 2,000 bushels' capacity, and two flax legs of 3,000 bushels' capacity each.

The receiving legs are placed in the outside bent of elevator, in order to leave the balance of



THE GLOBE ELEVATOR (PEAVEY SYSTEM), WORKING HOUSE AND STORAGE TANKS, AT DULUTH, MINNESOTA.

Barnett & Record Co., Minneapolis. Engineers and Contractors. Concrete Tanks Built by C. F. Haglin, Minneapolis.



the house free downstairs for the placing of cleaning machinery of 200,000 bushels' capacity, and plenty of room for the spouting of grain to the different cleaners and shippers, and to leave also a very light house and keep the cars on the outside, so that the unloading of grain may be in progress and not interfered with by the cleaning or shipping of grain at the same time. The bins over car tracks are all spouted over same, so that no grain is tied up by cars being in the way, a point which many an old elevator operator will appreciate. The screenings from the grain are all elevated to bins by the two screenings legs, so that the floors are not covered with that product the best part of the time.

The two flax legs are situated in the house so that they supply cleaning machinery on the circle floor upstairs with a capacity of 40,000 bushels per ten hours, and do not interfere in the least with the operation of the balance of the house.

The receiving legs are spaced 42 feet to center, with the continuous pit and shovel machine system, so that no matter where a car stands inside of that 42 feet it can be unloaded, thus accommodating five 28-foot cars as the shortest extreme, to five 47-foot cars as the largest extreme, or, letting them be mixed lengths, of any size known at the present time.

The scales upstairs are of 1,600 bushels' capacity for receivers and 1,400 bushels for cleaners and shipping legs. The distribution of grain is handled through the Mayo Distributing Spouts.

The majority of the power in the house is distributed through rope drives, and every piece of machinery is connected with friction clutches of the latest pattern. The house can unload, clean and load on boats 200 cars of grain per day of ten hours; is fully equipped with a modern dust-collecting system, has storage capacity of 1,250,000 bushels, and is considered the most up-to-date house, for the handling of grain, at the Head-of-the-Lakes.

In connection with the working house is a large concrete annex with capacity of 4,000,000 bushels, made up of thirty circular bins, built 42 feet center, 33 feet 6 inches in diameter and 108 feet high, giving capacity of 80,000 bushels each; also twenty intermediate bins, made up by connecting the circular bins with a wall, each of which holds 70,000 bushels.

Grain can be put into this annex at the rate of 60,000 bushels per hour by means of three large conveyor belts at the top, and drawn out at the bottom by five conveyor belts of capacity of 15,000 bushels each, or 75,000 bushels per hour, making the annex a very handy auxiliary to the capacity of the main house for storage purposes that can be gotten at very quickly. The annex was built by C. F. Haglin of Minneapolis.

### MISSOURI VALLEY COMPANY.

The Missouri Valley Grain and Export Company has been incorporated with capital of \$500,000, to succeed to the receiving and shipping business of the Harroun Elevator Company, the latter company continuing in the warehousing business only. The officers of the Missouri Valley Grain and Export Company are: William Burke, St. Joseph, president; W. H. Harroun, St. Joseph, vice-president and treasurer; S. M. Bird, St. Louis, vice-president; W. H. Stuede, Baltimore, vice-president; F. Churchill, Kansas City, secretary; B. D. Darby, St. Louis, assistant secretary; Otto Stuede, Baltimore, assistant secretary. The company is controlled by W. H. Harroun of St. Joseph and A. L. A. M. and Edna Harroun of Kansas City, and will have offices at St. Joseph, Kansas City, St. Louis and Baltimore, the latter office being a new one for the Harroun interests. It will be the company port for exporting.

The Harroun interests own four terminal elevators, the total capacity of which is more than two and one-half millions of bushels. The Elwood Elevator, St. Joseph, has a capacity of 500,000 bushels; the Gulf Elevator at Kansas City, 750,

000 bushels; the Harlem Elevator at Kansas City (in course of erection), 1,250,000 bushels, and the Illinois Elevator at East St. Louis, 125,000 bushels. The Harlem Elevator will be ready to receive the new crop this fall.

### R. B. SCHNEIDER.

R. B. Schneider of Fremont, Neb., president for 1904-05 of the Grain Dealers' National Association, is by nativity an Illinois "sucker," having been born in Cass County of this state in 1853. In 1870, however, he went to Nebraska, but returned the following year to this state, where he continued to reside until 1877.

The "call of the West" again proving stronger than the ties of the home state, on September 7, 1877, he went a second time to Nebraska, where he has since continuously resided, although the exigencies of his business, as well as his inclination, have kept him familiar with Illinois and its magnificent commercial capital, Chicago.

During all these years in Nebraska, he has been engaged in the grain, lumber, coal and live stock



R. B. SCHNEIDER, FREMONT, NEB.

business, and in 1887 he became one of the incorporators of the Nye-Schneider-Fowler Co., and has continuously served on the directory and almost the entire time has been treasurer of the company.

A man of affairs on broad lines, Mr. Schneider naturally finds himself drawn into the politics of his state, and this interest which has covered many years has deepened with advancing years, so that he has been in some way connected with nearly every Nebraska state campaign since 1893. He was chairman of the Republican state committee in 1898, and became a member of the Republican national committee in 1900.

Mr. Schneider is distinctly a broad-gauge man from whatever standpoint he is measured. As a grain dealer, he stands among the big men of the trade in the West, with an acquaintance and influence in every leading market of the country. He has already assumed the duties of his office as president of the National Association and with characteristic energy and grasp of mind has taken up the study of its purposes and its work as a man deeply interested in both; and assuredly his force of character and great abilities, as well as his intimate knowledge of the trade and the influences at work upon its surface and in its depths, cannot fail, when devoted to the Association's service, to have a potent effect upon its future fortunes.

The Neola Grain Company employs an expert to test and repair its scales at all country elevators.

### THE DIFFERENTIAL AGAIN.

The second hearing of testimony in the rate differential investigation by the Interstate Commerce Commission took place in New York on June 20 and 21, all members of the Commission being present.

Vice-president B. D. Caldwell of the Lackawanna Railroad, who is also its traffic manager, was the first witness. He said the Philadelphia lines were not members of the grain pool of 1900, but accepted the rates as adopted and held to them until 1902, when and after there was considerable cutting of rates, although the cutting did not wipe out the differential. He said he knew of no published rate sheet except of all-rail grain Chicago to seaboard, but admitted practically that there were two schedules in effect, one published and one not published, the latter being lower and the one usually quoted.

After the pool was organized in 1900 to stop ex-lake rate cutting, the rates were made by the chairman of the pool under the direction of the committee of the pool. When in 1902 the Philadelphia lines attempted to equalize the rates, the New York lines met the cut, as they did more recently, when the rate went to practically zero. The witness said further that ex-lake grain was considered as not interstate traffic and that it was not necessary to publish the rate; that it was treated as a local shipment and not one within a differential territory, the differential being beyond the termini; and as Buffalo was one of these termini it was not in the differential territory. Yet he had to admit that all the grain which came to the lake was part of through shipments and therefore as much entitled to differential as if it came all-rail. He thought the differential was in the nature of an embargo on New York business.

W. S. Eaton, solicitor for east-bound freight for the Erie road in Chicago, testified that prior to February 6, 1904, while the ocean lines kept their agreement to maintain rates, 75 per cent of the grain business went to New York, 12½ per cent to Boston and 12½ per cent to Philadelphia and Newport News. After the agreement was broken the differential ports fared better. Philadelphia secured 45 per cent, Baltimore 10 per cent and Newport News 10 per cent. He said that if the rates were the same at all ports, New York would have the advantage, as the regularity of sailings had much to do with shipments; Philadelphia and Baltimore boats are not as good as those from New York.

Frank Harriott, chairman of the Import Rate Committee and joint agent of the New York Grain Committee (pool), said that in 1901 the condition of import rates was demoralized and the object of forming the Association was to bring about a better understanding so that through rates could be maintained. The Committee put in a system of commodity rates for export as well as inland which were lower than the domestic rates, Baltimore and Newport News giving the same rate, while Philadelphia was given a special rate to equalize the Baltimore and Newport News rate. This is still in force, and an effort was made to extend it to other cities, but New York would not come in. He also said that the railroad and the steamboat companies had several meetings to secure a basis on through rates from the United Kingdom to the United States. It was his belief that New Orleans was the worst competitor of New York and that Boston and New York got the high-class freight on account of the insurance and time. Philadelphia was able to get the bulk of the low-priced freight, such as heavy iron, etc., because the New York steamships did not want it.

W. P. Callahan, grain exporter, said that he had handled millions of bushels of grain. In his experience he noted that shipments to Philadelphia were a little cheaper. He contended that it made no difference where a steamer loaded when time, costs and other conditions were equal. He was of the opinion that rates ought to be as low to Philadelphia as elsewhere. Out of a shipment of 25,000,000 bushels very little of it went to Philadelphia, as it could be more expeditiously handled from New York and other ports.



He said that Boston had offered inducements for foreign shipments by giving free storage. In one case he had held grain there for nine months without any elevator charges. Frequently he had been similarly favored.

Somewhat of a sensation was produced by statements given in evidence by several witnesses showing that New York's failure to get more export business is not due to the maintenance of differential rates on grain, but to the port's inefficient facilities for handling the shipments offered. Louis V. Spence, of Simpson, Spence & Young, ship agents, testified that it costs much more to ship grain and grain products through New York than through Philadelphia. F. G. Messner, freight manager of the Hamburg-American Line, testified to the same thing. He said fifty cents a hundred bushels could be saved by shipping through the port of Philadelphia.

Chairman Knapp, of the Commission, confused several witnesses who favored the abolition of differentials by asking them that if inland rates were made equal would not the steamship companies advance export rates from New York? Hesitatingly, they agreed they would.

James C. Brown, statistician of the New York Produce Exchange, submitted a tabulated statement showing New York's loss in export business. His recapitulation of exports for five years showed New York had shipped 169 full cargo lots, Philadelphia 425 and Baltimore 431. These figures were afterward disputed by Counsel Pettit and Daish and admissions followed showing Philadelphia's advantage was not due to differential rates, but to better shipping facilities.

When Mr. Messner, of the Hamburg-American Line, was on the stand he said that if the differential rates were removed and all ports fared alike on inland rates, the ocean rate should not be changed, for it was a longer haul from Philadelphia and Baltimore to European ports than from New York. "If ex-lake rates to North Atlantic ports were equal, would the ocean rates be equalized?" asked Commissioner Prouty. "I do not think they would," replied Mr. Messner.

On adjourning on June 21, the Commission announced that further hearing in the controversy would be postponed until a date yet to be selected, but which will be in the latter part of September or the first week in October. The next session will be convened in Philadelphia, and the commercial organizations of that port are expected to present their side of the case at that time. Another session will be held in Baltimore, but that will be brief, for Philadelphia is expected to make the fight.

### ARMY FORAGE CONTRACTS.

The last forage contracts made by the government for the army in the Philippines went to San Francisco bidders, to wit: For hay, William Baehr, 600 tons; Somers & Co., 1,200 tons; George L. Cross, 2,076 tons; for oats, Scott & Magner, 5,612 tons.

This is the first time in several years that San Francisco has secured these contracts for forage, as they have generally been awarded to bidders either in Seattle or Portland. The last two shipments from the ports named were found, however, upon their arrival at Manila, to be musty and had to be destroyed. This was the first report, but confirmation shows that of 5,000,000 pounds of oats supposed to have gone wrong only 160,000 turned out worthless. Nevertheless the quartermaster-general will investigate, and will insist hereafter that all oats furnished in Washington shall be guaranteed as thoroughly seasoned before they are accepted. His department says further that "Washington oats are more moist than the oats grown further south on the Pacific Coast, and should be allowed to season before being placed on the market. Experience has demonstrated that the contractors, in order to deliver oats in large quantities in the time stipulated in their contracts, have given the government unseasoned oats, and because of their fresh condition, they have molded in transportation. In that condition they are

worthless for fodder, and have been thrown away. Under the contract about to be let to the San Francisco bidders, the government is guaranteed that all the oats furnished are thoroughly seasoned."

To this general declaration Seattle and Portland grain dealers protest. They say that if oats furnished the government arrived in the Philippines damaged, it was because they were either not properly inspected before leaving or were improperly stowed; because oats shipped to Manila on private account were received in good order and paid for without complaint, though sent on the same boats that carried the government order. They also point to the fact that San Francisco has been drawing on the north coast for oats.

### CONCRETE STORAGE ELEVATOR AT KANSAS CITY, MO.

The need of some form of construction for grain storage bins which would be fireproof and the cost of which could, at the same time, be favorably compared to that of wooden bins, has been met in various ways of recent years, but in most instances solution of the problem has been attended by

of the ground. Above this a very heavily constructed concrete basement story is built, and on top of this the bins themselves are erected. The bins are hoppers, the hopping being entirely of concrete. The bin walls are made of a rich Portland cement concrete, having round iron bars for horizontal reinforcement and corrugated steel bars to reinforce vertically. The horizontal bars are joined at the ends by a convenient attachment of great strength. The forms used to mold the concrete are moved upward continuously. A platform to which the barrow elevators run is attached to these forms, so that the work is carried on without stop, the wire-rope guides for the elevators having special attachments to allow uninterrupted upward movement. The consequence is that a rate of progress is attained which is impossible even in constructing wooden bins.

While the illustration shows bins of large size, this form of construction is available for smaller units, and the bins may be built in clusters so as to use the resultant interspaces if desired.

The cost of storage of this kind does not greatly exceed that of wooden bins, and its many advantages, including the saving in insurance, will recom-



CONCRETE STORAGE TANKS ANNEX TO MO. PAC. RY. ELEVATOR, KANSAS CITY, MO.

some undesirable features, to which the continued construction of wooden storage houses bears testimony.

The accompanying illustration shows four large storage bins built of concrete. This construction is absolutely fireproof, is indestructible, and is not affected by the heat of a neighboring fire, as are steel tanks. In addition to this, the cost of maintenance is small, the frequent repainting found necessary for exposed steel tanks being entirely avoided.

The bins shown are a part of a storage annex which the John S. Metcalf Co. of Chicago is building in the East Bottoms, at Kansas City, Mo., for the Missouri Pacific Ry. Co. Each of these bins is 42 feet in diameter and 80 feet high, with a capacity of 72,000 bushels. In addition to the four shown, six bins of the same size are now being constructed, giving a total capacity of about 1,000,000 bushels for the 10 storage bins and the 270,000-bushel wooden working house in connection with which they are operated.

The bins shown are built of concrete. The lowest section of the foundation consists of a concrete slab 47 feet square under each bin, reinforced with steel and covering the entire surface

mend it to the careful consideration of all who contemplate the erection of fireproof storage, whether of large or small capacity. The effect of the concrete on the grain is said by those who have used this style of bin to be beneficial and the disadvantages from heating in summer encountered in storing large quantities of grain in steel tanks are in great measure avoided.

South Carolina, on July 1, erected a quarantine against Texas oats on account of the boll weevil. All shipments of oats from Texas to points in South Carolina are, therefore, subject to confiscation.

Shall frosted wheat, imported from Canada, be enumerated as an unmanufactured article subject to a duty of 10 per cent ad valorem, or shall the regular duty of 25 cents a bushel (60 pounds) be charged, is the substance of a case which was presented on June 28 to Eugene H. Day, general appraiser of the federal customs department, at St. Paul. The plaintiffs, W. P. Devereaux & Co., affirm that frosted wheat cannot be manufactured into flour or used as food by the human family, and therefore should be enumerated in the general list of unmanufactured articles.



**G. H. HUBBARD.**

G. H. Hubbard of Mt. Pulaski, Ill., was, by a fortuitous and happy compromise, elected president of the Illinois Grain Dealers' Association at its late annual meeting; and moved by a sense of his duty to the Association he accepted the office and has entered upon its duties. Mr. Hubbard is a young man, being still under forty years of age, but he gives every evidence, by his acts and speech, of a wisdom older men are not all endowed with, his part in the business of the general meetings of the Illinois Association, which he has regularly attended and in which he has taken an active part, having always been that of a conservative, thoughtful and resourceful man with the reserve force of a strong one. Made more conspicuous by reason of his official position in Illinois, he gave further evidence at the Milwaukee convention of being an able and independent thinker, who has within him the spirit of legitimate compromise, yet has the courage of convictions formed by sane thinking and careful study of his business in all its aspects, and the will to stand by them. He left Milwaukee with the reputation, whether he knew it or not, of a rising man



G. H. HUBBARD, MT. PULASKI, ILL.

whose counsel will be sought for by his colleagues in the management of grain trade organizations.

Born on a farm in Logan County, Illinois, on January 23, 1865, he lived the life of a farmer's son until December, 1892, when he went into the grain business at Lincoln and Broadwell, Ill. This business he carried on until the summer of 1895, when he sold to Paul Smith. In 1896 he became associated with the Mt. Pulaski Grain Company as general manager, with office at Mt. Pulaski, from which the company, under his direction, now operates branches at Chestnut, Cornland, Latham and Narita, doing a large volume of business.

Mr. Hubbard has, during all his connection with the grain trade, been a staunch supporter of the Illinois Grain Dealers' Association, and it is safe to say that organization will, under his administration, take another and a long step forward toward that position of wider influence which the exigencies of the business in the state so imperatively demand it should occupy.

**AN INDIANA CONSOLIDATION.**

The Crabbs-Reynolds interests in Indiana have been reorganized and a new corporation formed called the Crabbs-Reynolds-Taylor Company, with capital stock of \$200,000. The company will have its headquarters at Crawfordsville and resident representative at Buffalo. It will operate a line of twenty elevators.

The new company embraces the following firms:

Crabbs & Reynolds of Crawfordsville and Cherry Grove; Crabbs-Reynolds-Bell Grain Co. of Lafayette, Ash Grove and Crane; Crabbs, Reynolds & Malsbary of Francesville and Medaryville; Crabbs, Reynolds & Wheeler, of Reynolds and Wheelers; Bennett Taylor, of South Raub and Taylors; Taylor & Foresman, of West Point, Riverside and Smadland; Busenbark & Co., of Lapland, Waveland and Brown's Valley. The board of directors consists of A. E. Reynolds, president; B. F. Crabbs and Bennett Taylor, vice-presidents; T. C. Crabbs, secretary and treasurer; William B. Foresman, auditor; A. E. Malsbary and William Busenbark.

**MIAMI VALLEY GRAIN DEALERS.**

The annual meeting of the Miami Valley and Western Ohio Grain Dealers' Association was held at Dayton, on June 15, and elected officers for the ensuing year as follows:

Ed. McCue, Arcanum, president; J. G. Wolcott, Conover, vice-president; M. W. Miller, Piqua, secretary; C. N. Adlard, Piqua, treasurer; governing board—Miami County, H. Allen, O. Edwards, J. F. Dietrich and J. Myers; Preble County, J. H. Conger and J. H. Musselman; Darke County, H. C. Helm and E. A. Grubbs; Shelby County, E. C. Nutt, L. C. Allinger, E. J. Griffiths; Logan County, J. E. Wells, H. W. Johnson, Jo. Timmons; Auglaize County, J. Hauss, T. Stinemann Vansteenbure; Clark County, J. W. Berk, J. F. Plice; Champaign County, W. Woodward, Grant McMorran, E. T. Woodcock.

In the course of his annual report, Secretary Miller said:

It has been a particularly troublesome year from the fact that there have been very short crops of all cereals, there not being enough to go around, giving each his usual amount of business, making competition in all localities exceedingly keen. This has been particularly true wherever our territory approaches any of the larger places such as Dayton, Springfield, Lima, etc. Dayton in particular has been a very peculiar proposition this year, and all of our members within thirty miles of Dayton have felt heavily the effects of the competition of the Dayton retail market. While some members having interior trade with Eastern Ohio and Western Pennsylvania have been able to command such prices from this interior trade as would enable them to meet this retail competition to a great extent, others have not been so fortunate in having this kind of trade to supply and have had to ship to terminal markets. This has created some little friction at times, those able to command this interior trade contending that prices were kept too low, while those not having that trade to supply contended that prices were kept too high.

All things considered we have much to congratulate ourselves over, the fact that we are still in existence as an association.

No doubt the sentiment of the members generally is that it is much better to be able to work in harmony even with the occasional differences arising from conditions such as have been named than to try and go on in the chaotic condition existing before the organization. We trust that this annual meeting will be able to take such action as will continue the good work of the Association for the good of all.

It is with sincere regret that I am compelled to present to this meeting the resignation of our honored president, Grant McMorran, he being compelled to take this action on account of ill health, having just recently been afflicted with a slight stroke of paralysis. The Association is thus deprived of the services of its most active member.

The following report of the finances with all bills that have been presented paid in full to date is respectfully submitted:

Balance on hand June 15th, '03.....	\$ 81.74
Received from membership fees.....	45.00
Received from annual dues.....	1,320.00
Received from assistant at Dayton meeting, October 29 .....	51.00
Received for affiliation Ohio Shippers' Association .....	32.00
<b>Total receipts .....</b>	<b>\$1,529.74</b>
Money paid to treasurer.....	\$1,529.74
Orders have been allowed for the following expenses:	
General expense .....	\$ 808.09
Printing and stationery.....	28.25
Postage .....	213.50
Telephone .....	53.85
Affiliation dues Ohio Grain Dealers' Association .....	216.00
Drafts returned unpaid .....	50.00
<b>Money paid treasurer.....</b>	<b>\$1,369.69</b>
<b>Orders allowed .....</b>	<b>\$1,369.69</b>

Balance in treasurer's hands.....\$ 160.05  
I wish to call attention to the affiliation of our Association with the Ohio Shippers' Association, which that organization agreed to accept by the payment of \$1.00 per member by our Association, as was fully explained to our members in the circular sent out from

my office on April 25th last. You will notice in my report above that only thirty-two of our members responded to this circular. There is no doubt that great good can be accomplished to the trade by affiliating with the Ohio Shippers' Association, as in that way and in no other can enough pressure be brought to bear on the railroad companies to secure such concessions from them as are essential for the welfare of the grain trade.

The afternoon was spent at the works of the National Cash Register Company, whose organization and policy in dealing with its employes and their physical betterment was explained in a lecture illustrated with the stereopticon.

A banquet was served at 8 o'clock at the Phillips House.

**H. G. MORGAN.**

The new president of the National Hay Association, H. G. Morgan of Pittsburg, has risen from the ranks, having served the Association as committeeman, as director (1901-02 and 1902-03) and (1903-04) as first vice-president. Meantime, in his home market he was the organizer of the Allegheny County Grain, Hay and Feed Dealers' Association.



H. G. MORGAN, PITTSBURG, PA.

a successful organization in a once badly demoralized market.

Mr. Morgan has been in the hay trade for nineteen years and since 1887 a member of the Pittsburg Grain and Flour Exchange, of which he has been both committeeman, secretary and president (1903-04). He is also director in a local bank, of which he was one of the organizers.

The Hay Association managers expect to see the membership pass the 1,000 mark during his administration.

**FIRE INSURANCE IN THE NORTHWEST.**

Four old line insurance companies operating in the Northwest have refused to pay the claims due for losses on the risk of the Farmers' Independent Elevator Company at Denbigh, N. D., burned on December 12, 1903. The policy was assigned to the Edwards-Wood Company as collateral, but although proofs of the loss have been made, no settlement has been made nor explanation for failure to settle, except the possible technical one that the assignee of the policy is not the legal beneficiary in case of loss.

This action of the companies has, of course, disorganized the credit system on which the movement of the grain is based, and the effect upon the independent buyers may be serious.

South Dakota has "turned the tables" on Iowa, and has of late been shipping corn to feeders in the latter state.



## SOUTHEASTERN TRADE ORGANIZED.

A meeting of firms interested in the grain trade in the Southern and Southeastern states was held at the Merchants' Exchange, St. Louis, on June 21, which resulted in the organization of the Grain Dealers' Adjustment Company, which will be duly incorporated under the laws of a state to be recommended by the company's attorney. The object of this company, as stated in Art. II of the preliminary articles of incorporation—

shall be to enforce contracts and to encourage the adoption of uniform methods of transacting business, based upon sound principles, in which the rights of the buyer and seller are clearly defined at the outset, thereby preventing friction and promoting harmony; to establish rules and regulations whereby grievances and differences may be promptly, fairly and equitably adjusted; and to disseminate useful information.

The officers of this company, as elected at the meeting, are as follows: W. W. Granger, Cincinnati, president; C. D. Jones, Memphis, first vice-president; J. C. Shofner, Nashville, second vice-president; H. Mueller, Chicago, third vice-president; J. F. Courcier, Evansville, fourth vice-president; A. R. Pierson, Kansas City, fifth vice-president; board of directors, T. G. Williams, Louisville; T. B. Andrews, Memphis; J. B. Magee, Cairo; John Weidmer, St. Louis; treasurer, A. Brandeis, Louisville.

The secretary's office will be at St. Louis, that official to be employed by the directors and to devote his entire time to the work of the company. The secretary becomes a most important official in this organization, since "all questions of differences arising shall be left with him to adjust as his judgment shall dictate," "applying the principles of arbitration whenever possible in the adjustment of differences between buyer and seller, under the direction of the board of directors." He shall receive such compensation as ordered by the board of directors.

Reputable dealers may become members, but none shall withdraw from membership without giving thirty days' notice, and not then, should there be any charges or complaints pending against him, which must be first adjusted before withdrawals become allowable.

The dues are \$100 per annum.

Article VII provides as follows:

Rules.—Section 1. Any member or buyer feeling that he has cause of complaint shall state his complaint in writing and present it to the secretary of the company.

Sec. 2. Any change, amendment or addition to these by-laws can be made by a two-thirds majority mail vote, signed by the members and forwarded to the board of directors on date set forth. The board of directors must receive a two-thirds majority of the company membership to do so.

Shipping Terms.—Immediate shipment shall mean three business days at place of shipment.

Quick shipment shall mean five business days at place of shipment.

Prompt shipment shall mean ten business days at place of shipment.

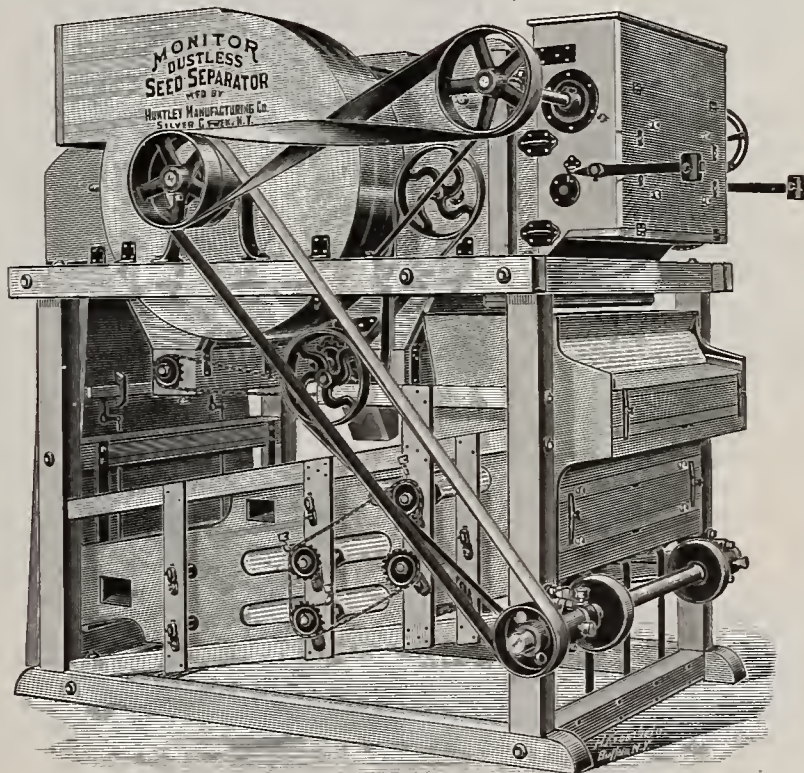
And any given number of days shall mean that number of business days at place of shipment, excluding the date of sale; the time of shipment shall be figured from the date of receiving full shipping directions.

The company starts with about eighty members. The following dealers or their representatives were noted present: A. R. Sawers, of Rosenbaum Grain Co., Memphis and Chicago; Henry A. Klyce, Dyersburg, Tenn.; F. A. Farmer, Kansas City, Mo., of Greer & Co.; John Wiedmer, St. Louis, Mo.; C. W. Wisner & Co., Memphis, Tenn.; P. P. Williams Grain Co., St. Louis, Mo.; H. Lee Early, of Early & Daniels, Cincinnati, Ohio; A. Hertz, of Hall Baker Grain Co., Kansas City, Mo.; E. S. Catlin, of Cochran Grain Co., St. Louis, Mo.; T. G. Williams, of Zorn & Co., Louisville, Ky.; J. V. Metzger, of Metzger, Hill & Co., Cincinnati, Ohio; S. Hardin, of Samuel Hardin Grain Co., Kansas City; A. Brandeis & Son, Louisville, Ky.; John F. Courcier, of W. H. Small & Co., Evansville, Ind.; J. H. Wilkes, of J. H. Wilkes & Co., Nashville, Tenn.; Wm. J. Miller, of Miller & Co., Nashville, Tenn.; F. D. Gill, St. Louis, Mo.; W. B. Harrison, of W. B. Harrison

Grain Co., St. Louis; Jno. M. Morton, Missouri Valley Export Grain Co., Kansas City; J. C. Shofner, of Neil & Shofner, Nashville, Tenn.; Geo. Hardy, Union City, Tenn.; W. S. Washer, of Washer Grain Co., Atchison, Kan.; H. H. Maury, of Webb & Maury, Memphis, Tenn.; T. B. Andrews, of Davis & Andrews, Memphis; C. D. Jones, of Williams & Fitzhugh Co., Memphis; J. W. Fulghum, of Shanks, Phillips & Co., Memphis; J. D. Magee, of Redman, Magee & Co., Cairo; A. E. Rust, of Halliday, Milling Co., Cairo; Wm. Burke, of Missouri Valley Grain and Export Co., St. Joseph, Mo.; M. Rothschild, of D. Rothschild Grain Co., Davenport, Iowa; H. H. Hughes, of Hughes Warehouse & Elev. Co., Nashville, Tenn.; Geo. F. Powell, of Connor Bros. & Co., St. Louis; A. P. Richardson, of Richardson Grain Co., St. Louis; O. A. Orvis, of Orvis Grain Co., St. Louis; R. J. Pendleton, of McReynolds & Co., St. Louis; Missouri Grain Co., Moberly, Mo.; F. P. Brockmann, of F. P. Brockmann Grain Co., St. Louis; E. R. Peirson, of H. L. Strong Grain Co., Kansas City, Mo.; E. H. Young & Co., St. Louis; D. C. Mohler, Des Moines Elev. Co., Des Moines, Iowa; Kennedy Grain Co., St. Louis; F. P. McClellan, St. Louis; G. A. Adams, of G. A. Adams Grain Co., Kansas City, Mo.

## DUSTLESS SEED SEPARATOR.

In the handling of seeds it becomes necessary to secure the most complete separation and to attain



MONITOR DUSTLESS SEED SEPARATOR.

the highest degree of cleanliness; and in this connection a very interesting machine is the Monitor Dustless Seed Separator, manufactured by the Huntley Manufacturing Company of Silver Creek, N. Y. This machine is the embodiment of every consideration in separator construction, and has the most perfectly controlled and efficient air separations obtainable.

In addition it is arranged to operate with a large number of differently clothed screens, which are especially adapted for fine cleaning on all classes of seeds, and which produce wonderful results in operation with the perfectly controlled air separations with which the machine is provided.

The Huntley Manufacturing Company issues a special folder on this machine which they will be pleased to send to anyone sufficiently interested to write for a copy.

Navigation on the Erie Canal opened on May 5 with a prospect of considerable grain business for the season.

T. B. Rhindesbacker, a farmer living five miles from Harold, Hughes County, S. D., recently shipped a carload of popcorn to Eastern markets. He is believed the first man to ship this product by the carload.

## A CO-OPERATIVE ROW.

Jimmy Butler and H. N. Gaines of Topeka have been kicked out of the management of the Farmers' Coöperative Shipping Association of Kansas, and both are mourners—Butler for his \$3,000 salary and Gaines for his printer's and publisher's perquisites and stipends. Dr. F. Englehardt of Rising Sun, Neb., becomes president; Fritz Englehardt, his son, is treasurer; H. H. Shull of Argonia, Kan., vice-president, and C. B. Hoffman, general manager. Judge S. H. Allen, the company's late attorney, is also out in the cold.

Mr. Hoffman, manager, in a recent circular letter to stockholders Gaines and Butler, says: "Mr. Butler succeeded in getting on the board by getting his friends to concentrate their votes on him, many voting nine times for him and not at all for other directors. This can be done under our statutes, but practically nullifies the provisions of our by-laws, which restrict a member's vote to 300 proxies. The so-called 'Gaines Company' appeared to the majority to be a 'skin game,' but no action was taken or proposed by the stockholders, since the matter does not concern our company."

To this Gaines makes the following reply shot: "Mr. Hoffman has leased away the Stafford elevator to a miller for several months without authority of law or by-laws. He has as much right to lease all the nineteen elevators to the firm of C. Hoffman & Son, and it would occasion no sur-

prise in this office if he should do just that thing within three months."

In his statement of the company's business for the six months ended May 20, Manager Hoffman names 28 towns having the company's branches in which the investment runs from \$62.90 (Hunter) to \$5,035.20 at Gorham, the total amount being \$61,050.13. He continues:

"Total number of bushels bought by company, 1,750,000; handled on consignment, 250,000; total number of bushels handled, 2,000,000. Total expenses per bushel, .02517c—divided as follows: General office expenses, including salaries, .00733c; station expenses, including salaries, .00992c; expenses of organization and legal department, .00463c; sundry expenses, including board of directors' expenses, interest, insurance and commission, .00327c.

"The net profits for the 10 months and 12 days were \$30,170.32. A dividend of 8 per cent on stock and a rebate of 1 3/4 cents on wheat and 7/8 cent on corn and oats were declared and are now being paid.

"The new board of directors has materially reduced the running expenses, striking from the payroll the president's salary, \$3,000; president's stenographer, \$600; attorney's salary, \$1,200; organizer's salary, \$900."



**DORNFELD-KUNERT COMPANY.**

The Dornfeld-Kunert Co., successors to the E. Kunert Manufacturing Company, of Watertown, Wis., recently re-organized with increased capital stock and new buildings added to its plant, of which the accompanying cut is an illustration, is now in the market for the building of steel storage grain tanks, fireproof construction, boilers, etc. A large foundry and general machine shop is operated in connection with the plant, all of which is supplied with the latest improved equipment.

The new additions to the plant cover a floor space of nearly 25,000 square feet, and consist of foundry, pattern, storage and construction shops. It is entirely fireproof, well lighted and ventilated.

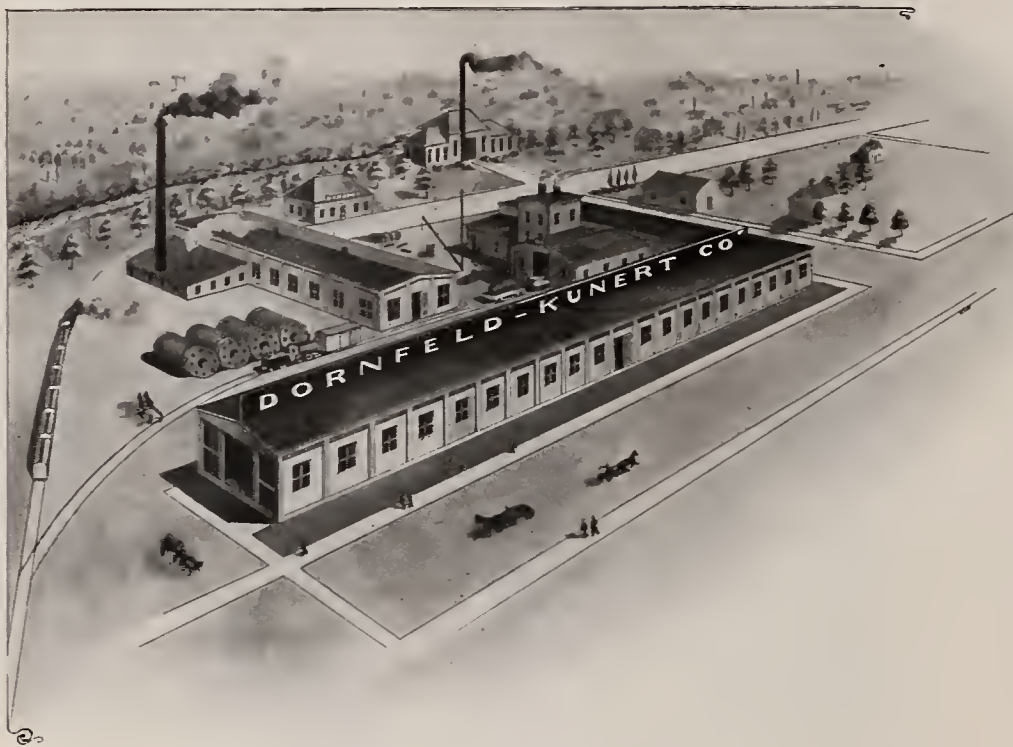
The company builds malting machinery also, of the latest improved Dornfeld Patent Pneumatic Drum and Kiln System. Mr. Dornfeld has operated as malting engineer for many years, and constructed some of the largest malting and grain storage plants in this country.

It will be the aim of the new company to serve

California farmers, who are finding increased profits in small farming, dairying, fruit growing and stock raising at the expense of wheat culture.

This agricultural change which is gradually becoming more distinct in California has been in evidence in the Willamette Valley for several years, and during the past two seasons many thousand bushels of Eastern Oregon wheat were shipped to the Willamette Valley mills to be ground into flour for local consumption. It will be many years before either California or the Willamette Valley will entirely abandon wheat growing, but their prestige is waning so rapidly that they have ceased to be factors of importance in the export trade.

This steadily increasing abandonment of wheat growing on the Pacific Coast is not confined to California and the Willamette Valley, but is extending east of the Cascade Mountains. The famous Palouse and Walla Walla wheat districts, which for many years supplied the bulk of the wheat ground in the Inland Empire, are drifting into diversified farming at a rate that promises



WORKS OF THE DORNFELD-KUNERT COMPANY, WATERTOWN, WIS.

its many friends and patrons with reasonable prices and good, reliable work in soliciting for their future patronage.

**PACIFIC COAST GRAIN TRADE.**

According to government figures Oregon, Washington and Idaho, from the 1903 crop of approximately 35,000,000 bushels of wheat, have exported via Portland and Puget Sound 4,895,062 bushels, or 14 per cent of the total yield. By including the coastwise shipments to California ports, which to June 1 amounted to 1,914,201 bushels, the amount of the crop shipped as wheat becomes 19.7 per cent.

The flour exports from Oregon and Washington, exclusive of coastwise shipments, aggregated about 2,650,000 barrels to June 1. To produce this amount of flour 11,925,000 bushels of wheat, or 34 per cent of the entire crop of the three states, were required, and by including the shipments of flour from Oregon and Washington to California, this amount is increased to 13,950,000 bushels, or 39.8 per cent of the crop. The June returns, together with the amount of wheat shipped East by rail, will probably swell these figures to at least 66 2-3 per cent of the total amount harvested.

The amount of wheat shipped coastwise from the North Pacific states during the past season has been larger than for any preceding year, and it is predicted that still greater demands will be made on the 1904 crop by California millers. In some quarters this is believed to presage the gradual retirement of California from the Pacific coast export flour and wheat trade. This is, it is asserted, in a measure voluntary on the part of

soon to diminish the available wheat supply from that quarter. Around the fringes of the best part of these districts there still remains a considerable area of virgin land which will yet come into use for wheat and will aid in maintaining and perhaps increasing the exportable surplus from Portland and Puget Sound for many years.

Wm. Moulton, a Connecticut farmer, has a barrel of feed corn grown in 1862, which he found accidentally in his barn. It looks well, with kernels well filled, and a dark yellow in color.

Concerning distillers' and brewers' dried grains, a feeding authority says that (1) Distillers' dried grains, with 32 per cent or more protein, are fully equal, if not rather superior, to gluten feed in feeding value. (2) Distillers' grains and gluten feed are worth fully one-half as much again as wheat bran. (3) Brewers' dried grains and malt sprouts do not vary greatly in feeding value; the former will generally be given the preference. (4) Brewers' grains and malt sprouts are rather superior in feeding value to wheat bran, probably 10 per cent.

Mr. J. A. Vopni, of the Thunder Hill district, in the Swan River Valley, was in Winnipeg on June 23, exhibiting a sample of fall wheat that was sown on August 15 last, and attained a growth of about six inches before the snow fell and covered it, and the hard frosts of the winter set in, to a depth of eighteen inches. On June 22, it was on an average twenty-eight inches in height. The grower had about five acres of this wheat, which was sown merely as an experiment, and all looked exceedingly well, and ready to head in the course of a week.

**NATIONAL HAY ASSOCIATION.**

The annual meeting of the National Hay Association was held at St. Louis on June 14, 15 and 16. The delegates were welcomed by Vice-President T. R. Ballard for the city of St. Louis, President Wernse of the St. Louis Merchant's Exchange, and ex-Governor Francis of the World's Fair Association. In the response to these addresses, G. S. Loftus, of St. Paul, among other things said:

Doubtless most of those before me are aware of the fact, though many who have not become familiar with the official statistics on the subject may be surprised to be told, that this Association represents in its way the interests of the largest, in value, save one, of all of the farm products of the country. The hay crop of the United States exceeds in value that of wheat by more than one hundred millions of dollars. It is of more value than the aggregate of the crops of oats, rye, buckwheat and flax by nearly one hundred and twenty million dollars. Corn alone, of all farm products of the country, exceeds in value that of hay. We all recognize corn as king, and hence we are content to rank next as a "prince of the blood." We, therefore, with due modesty, assume that the great interest which this Association represents is worthy of cordial recognition, such as has been accorded to it on this occasion. In this connection it may not be amiss to say that such recognition and so great an industry of the country imposes upon this Association an obligation to conserve in the highest degree that great interest of our people and to strive with fidelity and common purpose to give its promotion the best efforts at our command.

The annual reports of the board of directors, by President John L. Dexter, and of the secretary, P. E. Goodrich, are as follows:

As has been customary since the organization of our Association, your board of directors herewith beg to submit a report of their work during the past twelve months, and also to make several recommendations to which they ask your respectful consideration.

Condition of Trade.—The condition of the hay business during the past year has been somewhat unsatisfactory, particularly from the standpoint of a shipper, which is perhaps largely due to the fact that farmers, who have become more independent, owing to abundant crops during the recent years, have been unwilling to sell their hay at a price that would admit of business in the larger competitive markets of the East and South. This condition also has been largely influenced by the high prices for hay obtained at the end of the crop of 1902-03. During the early part of the season of 1903-04 the impression seemed to have gotten abroad that there was a scarcity of hay and the farmer immediately placed a value upon his stock which was prohibitive with the buyer.

The winter just passed has been an unusually severe one, and much hay that would have ordinarily been offered for shipment has been consumed upon the farm, so that it has been very difficult at any time to get a correct estimate of the amount of hay still in the farmers' hands, that would be placed later upon the market, and this excessive home consumption has also been a factor in enabling the farmer to maintain prices which, under usual conditions and with a large crop, would have remained normal.

The shipper has also been confronted with the old vexed question of scarcity of cars, country roads blockaded with snow, and innumerable other causes have been a constant source of annoyance. The railroads in some instances have explained their inability to furnish cars by the statement that once a car has left their system there have been unnecessary delays in the return of same. This, perhaps, is accounted for by the fact that while the business of the railroads during the past few years has increased enormously, there has been little done to increase the terminal facilities, and until the railroads awaken to the importance of affording relief along these lines it is the opinion of our board that we shall still be confronted with the no-car problem. The number of tons of freight carried in 1894 was 638,186,553; the number of tons carried in 1902, 1,200,315,787; the average number of tons per train in 1894, 179.8; in 1902, 296.47. In addition to this is the fact that the increase in the number of cars and increase in motive power have not kept pace with the increased movement of freight.

At the request of a Senate committee the Interstate Commerce Commission recently sent a statement showing the result of continuous advances in freight rates, from which it appears that the average rate on the entire traffic of the country has increased 12 3/4 cents per ton since the year 1900, resulting in an increase in freight charges, during the past three years, of over \$300,000,000 in excess of what they would have been for the rates previously charged. The increase in the last year alone was over \$155,000,000. That so large an advance was unnecessary and unwarranted is proved from the fact that the net earnings of the railroads for the past three years show an increase of over \$152,000,000, with only a slight increase in mileage. The same report also shows that the increased rate on hay has brought in revenue for the year ending June 30, 1903, of nearly \$2,500,000; on sugar, \$1,000,000; on iron and steel, \$4,000,000; on bituminous coal, \$10,000,000, and on lumber, about \$6,000,000. If the tonnage be considered the advance on hay is proportionately greater than any other commodity.

Cipher Code.—Your board of directors are pleased to



report at a meeting of the directors of the Grain Dealers' National Association, held in Chicago, December 1, 1903. President Grimes appointed a committee to act jointly with a similar committee from our Association for the purpose of revising the Hay and Grain Cipher Code, as compiled and published by our Association, with the view of adapting it to the grain trade. It is believed that the Grain Dealers' National Association will adopt this code when completed. It will mean that the code book will be placed in the hands at once of nearly five thousand of the representative hay and grain dealers of our country, and it is confidently hoped and expected that in the near future this book will become the universal code, used not only by every hay and grain man, but also by the flour millers and dealers in other kindred products. There are close bonds of interest between the National Hay Association and the Grain Dealers' National Association, which has and will accomplish much in the future, by the affiliation of the two organizations, in co-operation in matters of interest to each in national and state legislation, and also toward the elimination of abuses that creep into our business.

There are several reasons for the affiliation of our two organizations:

1. The lines of trade are similar in their methods.
2. Nearly every hay dealer is also, to a greater or less extent, a dealer in grain.
3. The two organizations have common interests in connection with transportation, and there are many ways in which the two working together in harmony may accomplish results which are more far-reaching than if each association worked alone.

**Bureau of Information.**—In the able report of your board of directors, presented at our last convention, it was recommended that a committee be appointed to "establish a Bureau of Information for the purpose of ascertaining by a system of reports, the financial and general standing of those in the hay trade, whether members or otherwise." Through an oversight this matter was not given attention during the past year, but your present board recommended that a committee be appointed to give this matter careful consideration.

**Members Dropped on Account of Non-payment of Dues.**—We regret to have to report that during the past year it has seemed to be the duty of your board of directors to drop from membership for non-payment of dues a number of firms; but your board, recognizing the undesirability of dead timber, believed it for the best interest of the Association to take this action, and we would also recommend a change in the by-laws making it obligatory for the secretary to report to the board of directors at each annual meeting a full list of members in arrears, and that the board be required to strike their names from the list, and that they be prohibited from again becoming members until the amount in arrears has been paid in full.

**Seal.**—For some time the officers of the Association have felt the necessity of a seal to attach to official papers, documents and invitations, sent out to other organizations, and upon recommendation of your board a seal has been adopted, and is described as follows: "The corporate seal of this corporation shall consist of a circular disk. On the outer part of the circle shall be engraved the name of this corporation and across the diameter shall be engraved a three-wire bale of hay, and engraved on this the word 'Seal.' Below it the words, 'Incorporated 1896,' and below this on the lower part of the circle the words 'New York'."

It is also recommended that the adoption of this seal may be made a part of Article I of our by-laws.

**Benefits of Arbitration.**—The benefits of arbitration in an association comprising as many members as the National Hay Association cannot be overestimated; if any differences arise between shipper and receiver they are carefully investigated by a committee of fair-minded business men and without resort to the help of some brilliant but expensive attorney, who might sway or influence their judgment, and in nearly every case that has been submitted to your committee, matters have been amicably settled without cost, worry and annoyance of litigation.

The duties of the committee of investigation and arbitration are twofold: First, to investigate complaints against a member for the violation of the preamble, constitution or by-laws; second, to arbitrate differences between members and others who submit matters of difference in this connection.

**National Board of Trade.**—There will be presented to you later a report of the chairman of the delegation that attended the annual meeting of the National Board of Trade, held in Washington, D. C., January 18, 1904. This meeting was the most successful ever held by that body, and our delegates took a very prominent part in the deliberations, and were recognized in appointments on committees almost more than any other single organization represented there, and those who were so fortunate as to attend the banquet given in connection with the meeting have cause for congratulation at the privilege they had in personally meeting and hearing addresses from men of national prominence, including the late Senator Hanna, Secretary Cortelyou, Speaker Cannon, Governor Van Sant and Representatives Hepburn and Adams. We regret to say that since the meeting in January there has been very little activity shown by the present officers of that organization, and unless a resident commissioner is appointed in the near future to look after their interests in Washington, your board would recommend withdrawal from that Association, as at present we are so ably represented by our own member, John B. Daish, Esq., to whom was due, more than to any other person, the success of the meeting in January, and who was at that time acting resident commissioner of the National Board of Trade.

**Hay Exhibit.**—It was decided that at the present convention we should have an exhibition of the various grades of hay and straw raised in the different states of our Union; and your board is pleased to state that the idea was taken up readily and with much apparent enthusiasm by all of our state vice-presidents, to whom this matter was entrusted; and we are glad to report that to-day we have on exhibition samples of

hay and straw from every producing state where we have members, and also from California, the latter sample through the courtesy of Mr. A. E. Clutter. It was believed this would be of great educational interest to our delegates to see samples of prairie hay, alfalfa, barley hay from California, rice straw from the South, and the tame hay, rye, oat and wheat straw from the Middle West.

You will also find samples of straw imported from the lowlands of Europe. This straw has been brought in during the past season in considerable quantities, owing to the scarcity and high prices in our own country. It is learned, however, by your board, that, fearing the introduction of foot and mouth diseases by contagion among cattle, Secretary Wilson has issued an order prohibiting its further importation. It is earnestly hoped that our members present at the convention will take advantage of the opportunity and education that is offered in this exhibition.

**Membership and Finances.**—It is a matter of much congratulation that we can report the largest increase in membership during the past twelve months of any similar period since the formation of our Association. We to-day have on our membership roll, in good standing, 769 names, a gain of 136, and our financial condition was never so good as at the present time; according to the report of our treasurer our balance on hand to-day is \$2,920.04.

**Hay for the Philippines.**—Believing that the hay dealers of the Middle West and East should receive some benefit from contracts for hay to be used by our army in the Philippines [the quartermaster-general was addressed on the subject, directing his attention to the quality of the hay raised in the Middle West, and the possibility of laying it down for export at



SECRETARY P. E. GOODRICH.

New York, which correspondence was acknowledged by said officer].

While it is a recognized fact that hay raised east of the Mississippi is superior to that raised on the Pacific Coast, it will hardly be possible at present for the East to get any of this business, owing to the fact that the government transports are all loaded on the Pacific Coast, and the high rate of freight across the continent prohibits territory east of the Mississippi from supplying this demand.

**The Hay Case.**—The status of the Hay Case is that the United States Circuit Court of Cleveland has the matter under advisement. It will be recalled that the petition of the Interstate Commerce Commission to this court was written by our attorney and that the Commission is represented by its solicitor, the district attorney at Cleveland, and Hon. John G. Carlisle. To these attorneys every possible facility was accorded and they were furnished with all information which we had. We were not asked to supply witnesses, but the original record in the case became the Commission's case in chief. Having won our original case before the Interstate Commerce Commission, and with the testimony as presented at the hearing in Cleveland, we look forward with confidence to a verdict in our favor, and it is to be hoped that Judge Wing will render a speedy decision. This case has assumed a national importance, and in a published interview a short time ago with Traffic Manager Grammar of the Lake Shore Railroad he referred to it as "the now famous Hay Case." Great credit is due your former officers and counsel for the very able manner in which this case was prepared and presented to the Interstate Commerce Commission, and we feel that we have every reason to look forward to an ultimate victory.

**Interstate Commerce.**—In November, 1900, the Interstate Commerce Law Convention was held in St. Louis. There were present some 270 representatives of commercial and manufacturing interests and the object of the convention was to so amend the interstate commerce act as to give the Commission the powers which were judicially taken away by the Supreme Court of the United States in 1897. Delegates were sent from this organization with the distinct understanding that there should be no financial liability incurred in this behalf. Nevertheless we have from

time to time been assessed and paid certain amounts. At present we are requested to forward, as our pro rata for the past year, \$100, and, notwithstanding the fact that nothing of any consequence has been accomplished during the past year, but as the bills have been paid by an individual, and as it is manifestly unjust that he should bear the burden of the fight, your board of directors recommend that a sum be paid to them, the amount to be decided upon later.

**Lowry Bale Case.**—In June, 1903, the Planfers' Compress Company, who own the patents under which the round bale is manufactured, filed petitions against several carriers for an adjudication of the rate on round bale cotton and other commodities baled by their process. In one of the petitions it was charged that by reason of the loading capacity of the round bale hay this commodity should have the grain rate. From 100 per cent points this amounted to about 10 cents per hundred pounds. It was manifest that should this petition prevail it would work serious hardship to our members. Your directors, therefore, deemed it advisable to intervene and to be represented before the Interstate Commerce Commission by counsel. The case is still pending, and naturally the result is uncertain. It is to be hoped, however, that no differential will be granted the round bale hay, as it would seriously affect and tend to disrupt the trade of this country.

**Charles-Cooper Bill.**—Numerous bills have been introduced in the federal legislature affecting directly or indirectly the hay interests. Bills were also introduced to amend the interstate commerce act, including the Charles-Cooper bill, which bill received the stamp of approval of the executive committee of the Interstate Commerce Law Convention. This bill, as all others for amending this act, failed of passage, but an effort will be made to have this matter taken up at the opening of the next session of Congress. It is reported that a clear majority of the committees are in favor of legislation of this character, but there is a determined opposition to it on the part of some leading members, and that they are able by parliamentary tactics to prevent action. All friends of the legislation persevered in their efforts and hope to secure legislation at the next session of Congress.

A bill was introduced both in the Senate and the House to define order bills of lading and provide for the surrender of the same before receipt of property. This bill was opposed on several grounds, and an able brief was prepared by our counsel, which was printed and given wide circulation. The bill was apparently innocent, but if enacted into a statute would seriously and injuriously affect not only the hay interests, but many others. The objections are not technical, but as the brief has been published your board of directors do not deem it advisable to go into this matter at length at this time.

Senator Foraker introduced a bill, the object of which was to take the sting out of both the Interstate Commerce and the Sherman anti-trust laws. It was proposed to exempt all import and export shipments from the application of the two acts referred to and to make the violations of the anti-trust act or of the anti-pooling provisions of the interstate commerce act depend upon the fact whether or not the contractor, agreement or pool was in unreasonable restraint of trade. At present the acts provide that any contract, agreement in restraint of trade, or pool, is a violation of the statute. The bill also provided for the abolition of punishment by fine and imprisonment. This was effectively opposed and failed of passage.

**Uniform Bill of Lading.**—For some years there has been a movement on foot to secure a uniform bill of lading for all interstate commerce shipments. About ten years ago the movement was quite active, particularly on the part of shippers, railroad commissions and others, but at that time it did not meet with favor by the railroads. In the latter part of 1903 a circular was issued by the uniform bill of lading committee, a sub-committee of the uniform classification committee, providing for a uniform bill of lading for the following: Trunk Line Association, New England routes, Central Freight Association, Association of Lake Lines. This proposed bill of lading, it was intended, would go into effect February 1, but owing to opposition on the part of shippers it is now proposed to make the same effective October 1.

The bill of lading is in triplicate, and all are of uniform width, but may vary in length. It is proposed, however, by the carriers, that the conditions of this bill of lading shall be assented to by the shipper and that he shall sign the bill of lading, as well as the memorandum shipping receipt and shipping order. It is provided that this bill of lading shall be written in ink or indelible pencil, and this, your directors believe, should be commended. The large amount of money represented by these instruments demands that they shall be in proper form and contain as essentials all of the elements necessary to constitute a perfect contract. At the invitation of the Illinois Manufacturers' Association your president appointed a committee to attend a conference on this subject (held on June 28). We are now informed that there is a disposition in the uniform bill of lading committee to consider the demands of the shippers, and we are confident that a great improvement will be made in this matter without injury to the shipping public.

**Reciprocal Demurrage.**—The subject of reciprocal demurrage has received widespread attention from many localities. The Angell bill, which provides for reciprocal demurrage in the state of Virginia, and the rules and charges promulgated by the Corporation Commission of that state, have been held to be reasonable and just by the state Supreme Court. These rules provide for the furnishing of cars and prompt movement at a specified rate per day, and the prompt unloading, with the usual penalty of \$1 per day for failure to unload, and penalties for failure to furnish within a specified time, and for failure to move at a specified rate per day.

This subject is worthy of most serious consideration. There are two objections which are of great weight: First, it may be used as a cloak behind which



favored shippers may secure cut rates; and, second, it is doubtful if state regulation of this matter is not in conflict with the federal constitution. A bill was introduced by Representative Rodenberg providing for reciprocal demurrage for interstate shipments, but no action was taken thereon. When car supply is as short as it has been for the past four or five years, shippers would welcome any measure which would afford the slightest relief, but it is doubtful if we should welcome a measure which is so fraught with objections.

**General Counsel.**—To those not thoroughly familiar with the affairs of this Association it will be difficult to understand the enormous amount of work that has been done during the past year by our general counsel, John B. Daish, Esq. To him, more than to any one man, is due the important national position our body occupies to-day, and to him your board desires to express its deep appreciation of his untiring energy directed in its behalf.

**Secretary-Treasurer.**—The duties of the secretary-treasurer each year become more burdensome, but each added responsibility has been met by Secretary Goodrich with such fidelity and loyalty as to command the respect, admiration and thanks of every member of the National Hay Association, and of him it may be written in the fullest sense that the words imply: "Well done, thou good and faithful servant."

**Vice-Presidents and Committees.**—In concluding this report, your board of directors wish to testify to the splendid support they have at all times had from the various state vice-presidents; also from the regular and special committees, and to whom a great measure of the progress and success of your grand organization is due.

"Thou, too, sail on, O ship of state.

Sail on, O Union, strong and great."

Respectfully submitted by the board.

#### SECRETARY GOODRICH'S REPORT.

[The secretary opened his report by reference to warnings sent out to members of certain parties who were doing a dishonest business, and said:]

This branch of the work of our Association, I believe, can be made very beneficial, and should be enlarged upon and made a practical help to both shipper and receiver. When a controversy arises we shippers are prone to believe that we are always fair and just and that the receiver is unfair and attempting to take advantage of us. This is all wrong; and I am ready to admit that there are dishonest shippers as well as receivers, and both should be exposed by our organization, and our members are warned in every way possible to avoid such concerns. This, of course, is practical, and can be appreciated by every member of our organization, while at times it is a little difficult to explain to them the theoretical benefits of association work. There are enough honest men in the different branches of the hay trade to give us all the business we can attend to.

During the past year numerous complaints have been made of the grading of hay in the different terminal markets of the country. We should have a more uniform interpretation of our rules for grading, so that a car of hay graded under our rules by an official inspector of one market, and under his certificate regularly issued, should grade the same in any other market where our rules are in force. I believe that the conditions now prevailing could be greatly relieved by an organization of the chief hay inspectors, who should get together during our annual meetings, and as much oftener as possible, and at such times thoroughly discuss the rules for grading and the general conditions that exist in the different markets. As a result a more uniform grading would be secured, and eventually hay that graded No. 1 in one market under our rules would grade the same in any other market. Could this happy condition of affairs be brought about, it would remove one of the great causes of controversy between shipper and buyer, and relieve our arbitration and investigating committee of some of the hardest cases they are called upon to adjust.

With this idea in view we extended an invitation to the chief hay inspectors of the principal terminal markets to meet with us in convention this year; but as this was not thought of until ten days ago, I do not expect many to attend, and I recommend that this plan be adopted for our convention of 1905, and an effort be put forth to secure a large attendance.

The growth in both membership and resources the past year, as my report as treasurer will show, has come about through the immense amount of work done by President Dexter and the hearty assistance rendered by the various state vice-presidents, and thus they have not only secured new members, but have kept the old members from dropping out, which, to my mind, is fully as important as getting new material. In my office I have relied less on circulars, and have depended largely on personal letters to widen our field, having written more than twice as many as during any former year.

The Association is in a strong position numerically and financially, and is recognized the country over as one of the most influential commercial organizations we have in existence. We have gained this enviable reputation, in my opinion, from the fact that the presidents of our organization have always been men of brains, of strong personality, with clean business records, of wide learning, and enthusiastic in the work at hand, never shirking a responsibility and always ready to assume new ones. I trust it will always be so, and shall regret to see the day come when the president ceases to be the chief executive in fact, as well as in name, and becomes secondary to the secretary. From the very nature of the latter's work it puts him in a groove, and when he becomes "the whole thing" it is but a short time until he has the organization in a rut so deep that it takes a hard pull to put it on its feet again. I mention this from the fact that I have seen this mistake committed in similar organizations, and discord and disruption the inevitable result.

I wish to thank every member of this Association

for their assistance and encouragement during the past year, and hope to have the pleasure of meeting each one of you personally before the week is out.

H. S. Grimes, at the first session, read a paper on "Cooperation Between Commercial Organizations," and E. P. Bacon, of Milwaukee, addressed the Association on the status of interstate commerce law reform. He said in part:

We want the Commission, when it finds a wrong exists, to be empowered to remedy it. Then the matter can be taken before the United States Circuit Court and if it considers the order of the Commission unjust it can suspend the order pending a hearing. In the absence of such a hearing the order is in force until the matter has been taken through the courts to the United States Supreme Court. In this way a wrong will not be permitted to continue for four or six years.

Now, you may be interested to know what the position of the present legislation is. The bill was before the last session of Congress, and it was before the previous session. It is now over three years since the Interstate Commerce Commission has been endeavoring to secure the law I have outlined. We had the greatest progress during the last session, if it can be called progress. The progress has been made by bringing the force of public opinion to bear on members of Congress to lead them to enact the legislation. The actual progress in Congress of the bill has been nothing, because the leading members of the committees having the matter in charge are opposed to anything that will conflict with the freedom of the railroad corporations to make such rates as they choose. Fortunately we find in the house committee we have a majority of one in favor of our legislation. That committee on the twenty-third of last January adopted a resolution to hold hearings upon this bill. It was understood, of course, by all interested that that meant to hear them immediately; but when the matter was taken up at the next meeting of the committee to enter upon the hearings, the chairman said that the resolution was simply that they should hold hearings, but that they could not be held until the committee appointed a time for commencing the holding of them. That chairman, by the way, is utterly opposed to this legislation. That ruling was sustained, of course, and then continued attempts were made to agree upon a date. There was a sufficient number in the opposition on the committee to prevent an agreement on a date, and no date was reached during the entire session of Congress.

During the last week of the session, however, the Commission took the matter up very energetically and determined to secure action on the part of the committee. Unfortunately, one or two of the members in favor of the legislation were absent and the vote on the question of holding immediate hearings, or at least reporting the bill immediately, was a tie. We have now, however, reached the point in the committee where those in favor of this legislation will not permit any other business to be taken up in the committee until this is disposed of. Therefore, I hope to secure immediate action at the next session of Congress on reporting the bill. Whether the action is favorable or unfavorable, of course, remains to be seen, but if those who have pledged themselves to assist us will do as they have promised we will have the bill reported.

C. S. Bash spoke of the difficulty of advancing legislation, and appealed to the Association for aid to Indiana shippers when they appear next January before the Indiana legislature with a bill to create a railroad commission.

Reports were then read from the state vice-presidents as to condition of trade in the several states.

John B. Daish, general counsel for the Association, made a report at the second session, enlarging on the matters of legislative interest touched upon in the report of the directors.

Chas. England followed with a report on the meeting of the National Board of Trade, also touched upon in the report mentioned.

Wm. J. Spillman, of the Department of Agriculture, read a paper on "The Constituents of Our Hay Crop," which treated the grasses of our country from a scientific agriculturist's and a business man's standpoint.

A report was made on the status of interstate commerce law reform by the special committee, which was followed by one by the transportation committee. Upon the "Uniform Bill of Lading," now so much in evidence at shippers' meetings, the latter report says:

The conditions as printed on the back of this uniform bill of lading—original as called—are identical with the conditions on the old bills now in use with two exceptions.

The two exceptions as noted, are, first: In section five (5) the word "loading" is added; and in section eleven (11) the last clause is omitted. This omission may have been a mistake of the printer, but most likely it occurred during a temporary aberration of mind of the officials, as the clause omitted, by its provisions, entitled the carrying company, in case of loss or damage to the property, to take full benefit of any insurance that may have been in effect on it. We fail to discover a single line or clause in the entire eleven (11) sections, as printed on the back of the uniform bill of lading that offers a word of comfort to a shipper. The only "balm" they offer you is in the foot-

note, and for this favor they make an additional charge of 20 per cent over the tariff rate.

The shipping public were not consulted about the terms or conditions, as printed on the bills of lading now in use, so far as the committee knows; and as the matter printed on the back of the uniform bill is substantially the same—identically the same, we might say—why this noise and display about issuing a few blank forms to the various railroad agents, and why should so much importance be attached to the details of its construction, even limiting the maximum of size, purely through a tender feeling of solicitude for a few printers, whose manifold processes, like many of the carriers' box cars, are under size? Evidently this is all "dust" stirred up to hide a front view of the document.

It is the face of this uniform bill of lading that is objectionable—objectionable in every detail, the minor of which we will not allude to here. But you are asked to sign a contract on the face of this document, which clearly and distinctly binds you to the provisions printed on the back, and, if sustained by the courts, and these conditions are to be literally and rigidly adhered to, as provided in the contract, and which you will be forced to sign if this document is allowed to be placed in use, it will be "all up" with the shipper, providing his property is lost or damaged in transit.

Possibly the railroad companies of the country, in the present day, are not deliberately planning for a departure from their usual acknowledgment of responsibility, but as time goes on and the combines combine and competition is unwarred, capital will assert its ruling traits, and with added useless income it will not scruple to absorb or crush any feeble competition that may have escaped thus far; so the possibilities of the future, as well as the present, should be looked to, and as the Hydra may lose a head and grow another, we cannot be too vigilant. The proper course to pursue in this case we will "pass up" to the convention to decide on.

For the individual shipper, firm or corporation, however, it might do no harm to be prepared, and if one of the uniform bills of lading is offered for signature, tender your property to a competing line, if you have one, that will sign under the old terms; if not, serve written notice on your local agent that you sign and accept the conditions under protest, having no alternative. This may have the effect of placing you, as well as the carriers, back to your present position, subject to the common law.

The committee on grades reported, recommending that it is impracticable to make any changes in the existing grades, with the possible exception of alfalfa, and the committee is not prepared to recommend the latter.

J. D. Carscallen reported that the New York Produce Exchange's hay and straw committee had recommended the adoption of the Association's hay grades.

At the third session, June 16, Chairman E. L. Rogers, of Philadelphia, of the special committee, on recommendation of the board of directors, reported in part as follows:

We most heartily recommend that such action may be taken toward at least the affiliation of the two great commercial organizations of this country, viz.: The National Hay Association and the Grain Dealers' National Association. The interests of these two bodies being so closely allied, and the individual interests of the members of both organizations being so nearly alike that the closer these two organizations can be drawn together would advance the interests of a very large majority of the members of both associations. Their interests are very largely in common, and it seems to your committee that the results that could be accomplished by a closer affiliation would be of more importance than would at first seem to be the case.

We especially commend the recommendations of the president and board of directors towards the establishment of a bureau of information for the purpose of ascertaining by a system of reports the financial and general standing, not only of the members of our Association, but those in the trade in general. And it is to be hoped that a committee will be appointed to give this matter the most careful consideration.

Your committee would also approve of the recommendation of the board in the change of our by-laws, making it obligatory upon the secretary to report to the board of directors, not only at each annual meeting, but from time to time during the year, a list of members in arrears. But it is the opinion of your committee that discretion should be used in the dropping from the membership list only such names that are in arrears for annual dues after at least three notices have been sent to such members as are in arrears, calling their attention to this fact; and in the last notice attention should be called to the fact that their names would be stricken from the list of members unless the dues in arrears were paid within a certain specified time.

Perhaps there is no more important subject to be considered by this Association than the adoption or amendment of our arbitration rules. The benefits to be derived by the members of this Association in having the advantages of arbitrating disputes before this Association are very great, and the committee fully appreciates the work required to incorporate in our by-laws an arbitration rule that will be simple and comprehensive, and one that will avoid legal difficulties in its enforcement. We feel if it is possible to make arbitration compulsory between members when so demanded by either party in a dispute it should be done.

Your committee recommends the continuance of this Association as members of the National Board of



Trade, believing that this old-time organization will result in benefit to our Association; with the hope, however, that the board appoint without delay a resident commissioner at Washington.

Your committee notes with considerable satisfaction the interest taken in the hay exhibit, which is somewhat of a new feature, it having heretofore not been carried out to the same extent it has been at the present convention. We would suggest that in procuring samples of hay for this annual hay exhibit only the average run of the different grades be shown.

Among the speakers of the third session was W. P. Trickett, commissioner of the Kansas City Transportation Bureau, who, among other things, said:

Too much state legislation is, in my judgment, calculated to complicate the situation to such a degree as to prove annoying to both shipper and carrier. National legislation along conservative lines should strongly recommend itself to business men, and I have always been in favor of proceeding entirely in that direction.

The enactment of the so-called Elkins bill has, I think, redounded solely to the benefit of the carriers; and, while perhaps some benefit has accrued to shippers in the way of bringing about rigid enforcement of lawfully published tariffs, thus insuring the maintenance of uniform rates, I think its operation, limited as it is, has in more ways than one worked to the disadvantage of the shippers.

Reasonable competition between carriers is desirable; but vicious rate cutting, which you have all known to exist, is detrimental to every branch of trade. Had there been incorporated in the Elkins bill some provision whereby the Interstate Commerce Commission could have had the power to deal with cases of discrimination against individuals and localities, making the decision of the tribunal operative within a stated period and subject to any court of competent jurisdiction, the law would have been more equitable. It now remains for the commercial interests to pursue an aggressive policy in the direction of obtaining legislation which is essential to commercial activity and general prosperity.

The legalization of pooling by railroads has been proposed on numerous occasions, and I think the country is fortunate in having escaped such legislation. No pool has ever been satisfactory to shippers, and none will ever operate to their advantage. It is true that opinions differ on this and other important subjects, but it seems to me that the longer one studies the transportation question the more certain the conclusion becomes that the legalization of pooling by railroads will place in their hands full power to handle the business of our nation in a manner most acceptable to themselves. The prime object of a pooling arrangement is to eliminate competition as completely as if all roads were under one management, and I contend that any legislation of this character will tend toward the formation of a combination, the power of which cannot be estimated with any degree of accuracy. I am not one of those who advocate legislation adverse to railroads and do not wish to be understood as favoring what might be termed unrestricted or unhealthy competition.

It is my judgment that the carriers should be accorded the right to maintain associations for the purpose of dealing with matters of a common interest, but that such associations should not be at variance with existing laws nor in restraint of trade. If pooling is ever legalized, even under the supervision of the Interstate Commerce Commission, and that body vested with authority to deal with agreements as conditions justify, every element of competition will be forever removed and with it all incentive to furnish superior service at reasonable rates. It is a dangerous movement, and I believe the business interests of this country should weigh carefully any proposition which has for its object the formation and legalization of a transportation trust.

The question of car service or demurrage charges is one which affects the interests of every shipper. It must be admitted that the present rules, with few exceptions, operate entirely in favor of the railroads and not infrequently to the serious disadvantage of shippers. While fully recognizing the value of any requirements which may be calculated to prevent unnecessary detention of cars, I think that there should be some reciprocal plan inaugurated in order that shippers might be accorded the same protection against imposition that carriers seek and obtain.

The railroad companies maintain that they do not enforce car service rules for the revenue derived therefrom and that they prefer to secure prompt release of equipment rather than assess the penalty. Assuming this to be true, it would appear that a reciprocal or an average plan as suggested should strongly recommend itself to the railroads, as there would be greater incentive for shippers to promptly load and unload cars instead of consuming or exceeding the established free time. This plan should insure to the shippers full credit for unused time under present allowance for loading and unloading, settlements to be made monthly, each period of thirty days to be treated individually and without respect to ensuing months. The Michigan Car Service Association is maintained on this basis and I will quote for you information extracts from its official form of agreement:

"If a car of coal or coke is unloaded the same day it arrives, two days' credit will be allowed consignee. If unloaded the day after arrival one day's credit will be allowed."

"Accounts for average car service are to be settled on the first day of each month and will include all cars released during the month, and credits in one month will not offset delays in another month."

If, as claimed by the railroads, they prefer prompt handling of equipment instead of assessing demurrage, this plan should be adopted uniformly. I believe it would prove to be much more equitable than the

present rules, which are arbitrarily enforced throughout this territory.

I believe the subject of freight rates has received no little attention at your hands, and that you have resisted horizontal advances in territory east of the Mississippi River.

It is generally conceded that the commodity which you handle will not stand a high charge, and the railroads contend that in handling a low-valued article without a marked degree of profit, the convenience of the carrier should be considered with respect to loading and equipment.

I am not sufficiently familiar with your business to judge as to what extent hay may be compressed, but it appears to me that this Association might proceed upon educational lines, to the end of inducing shippers or producers of hay to adopt more uniform packages capable of loading to a greater density. Railroads are constantly enlarging the size and capacity of their equipment, and naturally look for a proportionate increase in the loading.

In handling rate questions pertaining to hay, we invariably encounter the statement that hay is not a desirable commodity from a railroad standpoint, and that a car will earn more money in almost any other branch of business. It, therefore, occurs to me that to solve this problem the producers and handlers of hay should direct their efforts toward securing greater compression, and as previously stated, a uniform bale. I am aware that there is some opposition to this suggestion and perhaps good reasons why hay as it is now handled cannot be compressed sufficiently to permit of heavy loading, but these obstacles will inevit-

## CHIEF GRAIN INSPECTORS.

The meeting of the Chief Grain Inspectors' National Association at Milwaukee on June 24 was somewhat perfunctory in character, more or less dependent as the Association is, at this time, on the action of the exchanges of the country upon its recommendations of uniform grades.

Those present were John O. Foering, president, Philadelphia; John D. Shanahan, secretary, Buffalo; E. H. Culver, Toledo; Homer Chisman, Cincinnati; F. H. Tedford, St. Louis; J. N. Barnard, Minneapolis; W. L. Richeson, New Orleans; F. W. Eva, St. Paul; G. H. K. White, New York; W. J. Graham, Kansas City; F. D. Hinkley, Milwaukee; E. H. Emerson, Duluth; Chas. McDonald, Jr., Baltimore; E. R. Gardner, Memphis, and C. B. Candy, chairman of the grain committee of the Philadelphia Commercial Exchange.

Mr. Foering as president reported on the work of the Association during the period since last October, and the effort to secure the adoption by the exchanges of a uniform description of grades,



THE CHIEF INSPECTORS AT MILWAUKEE.

Reading from Left to Right—Boyer, Gardner, Memphis; Hinkley, Milwaukee; Richeson, New Orleans; White, New York; Chisman, Cincinnati; Shanahan, Buffalo; McDonald, Baltimore; Culver, Toledo; Foering, Philadelphia; Barnard, Minneapolis; Eva, Minnesota; Tedford, St. Louis; Emerson, Duluth.

ably be removed, as it is manifest that to obtain equitable freight rates your minimum loading must of necessity be increased. I am impelled to recommend most urgently that action be instituted along these lines with the least possible delay.

The committee on location for convention in 1905 recommended the city of Toledo, which was, after a debate, selected, the date being that to be named by the directors.

The annual election resulted as follows:

President—H. G. Morgan, Pittsburg, Pa.

First Vice-President—R. C. Menafee, Kansas City, Mo.

Second Vice-President—W. H. Robinson, Green Spring, Ohio.

Secretary-Treasurer—P. E. Goodrich, Winchester, Ind.

Directors (to serve two years)—John L. Dexter, Detroit, Mich.; W. P. Devereux, Minneapolis, Minn.; George T. McComb, Lockport, N. Y.; F. D. Voris, Neoga, Ill.; F. H. Pease, Des Moines, Ia.

After adopting resolutions thanking the retiring officers, the speakers, etc., the convention adjourned sine die.

The inspectors expressed a preference for New Orleans as convention city in 1905, subject, of course, to the approval of the Grain Dealers' National Association.

which all the exchanges approve, but which few have agreed to adopt.

Especially stress was laid on the work of the meeting of Atlantic Coast inspectors at New York in January last, and the subsequent recommendation of the committee on grades of that body that the new New York standard grades be adopted for export grain, which recommendations have been sent to the exchanges for their approval.

Mr. Foering reminded the inspectors the January conference referred to was the direct outcome of complaints abroad of the uncertain and unsatisfactory character of the inspection of export grain, and that a continuance of the current tendency among exporters to lower the grading of export grain can only result in disaster to our trade or its reorganization on the basis of sales by sample and adjudication of differences abroad and not at home. The exchanges, however, are slow to see the necessity of cooperating with the Inspectors' Association to bring about some measure of the reform the foreign buyers ask for.

Mr. Foering's official acts were approved.

Resolutions of respect to the memory of the late Col. C. T. Prouty, chief inspector of Oklahoma, and of C. B. Tyler, inspector at Newport News, members of the Association, were adopted.



## TWENTY-FIFTH ANNUAL CONVENTION OHIO GRAIN DEALERS' ASSOCIATION.

Grain dealers of Ohio and members of the Ohio Grain Dealers' Association met in twenty-fifth annual convention at Put-in-Bay Island, Lake Erie, on June 27 and 28. Three sessions were held in Hotel Victory. The most marked good fellowship prevailed and papers of especial interest to the trade were read and discussed. The social features of the meeting should not be dwelt upon lightly by anyone who would give a true account of the meeting. Very many ladies were in attendance, who lent their presence to the business sessions, to social functions and also to the frequent excursions to various parts of the island.

President C. B. Jenkins of Marion called the first session to order at 10 a. m. June 27 in the west parlor of the Victory Hotel and read his annual address, as follows:

Again do we find ourselves in convention assembled, after the lapse of twelve months, on this historic island, made memorable because of the utterance by that intrepid American, Commodore Perry, when, in his report of the contest with the enemy of our country, he could say: "We have met the enemy and they are ours." This point has been famous for years past as the rendezvous of commercial organizations, who gather for counsel and to take up the inspiration of its historic utterance and apply it commercially. This we virtually believe as grain dealers, for year after year we have journeyed to this beautiful spot, counseled together, mingled socially under the shades of nature's most beautiful verdure, and have been fanned in the sultry hours of summer heat by the cooling and invigorating breeze from off the fresh waters of beautiful Lake Erie. Nature with lavish hand created a place for her creatures, and as man, the last of the Creator's handiwork, was made in the image of the Divine One himself, he was given the most beautiful spot in which to dwell. From the day of creation man has been a social being, and the cultivation of this attribute broadens and enlightens, but to dwarf and confine this gift of God lowers man to the level of the beast of prey and he becomes a fit companion of the tiger in the jungles of selfishness.

My fellow grain dealers, let me impress upon you this fact, that social fellowship with your neighbor has done more to obliterate the feeling of avarice and greed than all other features combined, and I now want to welcome you to the most social convention ever held under the auspices of the Ohio Grain Dealers' Association. Under ordinary circumstances my speech-making is usually short, but this occasion being of the extraordinary character and my social nature being imbued with that spirit of having met the enemy at the Casino and conquered it, I feel that a brief mention of the work and workers and some of the features to be met in the future are within my province to give.

The secretary will no doubt give a detailed statement of the work, thus rendering it unnecessary for me to enter into any discussion of length. I want to at this time thank all those who during the last year have lent their help and influence toward the broadening of the scope of usefulness of our Association, because I cannot but feel that the work is stronger to-day and is broader in its influence than when we began. The year has been marked by unusual conditions for the success of association work; short crops have been our heritage, and yet in view of this, which is the most discouraging feature that could confront us, there has been less scrambling for volume of business than in many years past. Dealers have wisely conceived the idea that it is purely a legitimate business to buy and sell any commodity with a reasonable profit in view, and are working upon these lines rather than upon a large volume and depending upon almost an invisible profit for their aggregate returns.

The general current of harmony has not been seriously disturbed, although a ripple now and then has occurred, caused in nearly every case by the overlooking of the great principle of "Whatsoever ye would that men should do to you, do ye even so to them." We prophesy that as long as we journey here below and are not able to distinguish between the rustle of angelic wings and the hooting of an owl, frequent disturbances will occur, but those of us who have learned the value of association work in our business (and I am truly glad to say that there are more for us than against us) can press on with renewed courage, for the day in commercial life is here when the trickster and corrupt dealer in any vocation must give way to the truthful and upright dealer.

Our Association has been very prominent in the movement by the united shipping interests of the state of Ohio to bring about a better condition between the transportation companies and the shippers, and as a result of this move we are to-day operating under what is now known as "the Gentlemen's Agreement," the details of which I will leave to the secretary. The importance of this agreement is far in advance of what the average shipper realizes and its scope is far-reaching. In fact, I am more impressed with the importance of this achievement since last week, when I heard one of the most prominent members of the Senate of the last General Assembly, in an address to a body of business men who were attempting to form a commercial organization, say that one of the most effective demonstrations of union was exhibited dur-

ing the session of the last Legislature, wherein the shippers of Ohio met and organized an association regardless of the interests involved, and by this movement were able to secure from the railroads of Ohio an agreement more effective and satisfactory than could have been secured by legislation.

Gentlemen, your officers worked faithfully for the success of the movement, many of whom gave their time and personal expense in addition to membership to the organization for their benefit alone—no, but for yours also. How many of you have responded to the call of the secretary of that organization or to the call of your local association secretary for support? Remember that when you load up your officers with responsibility for the safety of your interests, you are not relieved of the duty of responding to the call when the time comes to furnish the sinews of war. Our government is at peace with the world to-day, but the construction of the mighty engines of war goes on without abatement; so the Ohio Shippers' Association is at peace to-day, but the preparation for the struggle that may come goes steadily on, and in this you have a part to perform. Meet it like the loyal blood in your veins would cause you to meet the call if it were to come from your nation.

The outlook for the future is better. Although the wheat crop will be short, an unusually large oats crop and a large corn crop are the promising features at this time; so with harmonious action between us and the interests so closely allied with the grain dealer—the milling interest—there is no reason why we should not have a most successful year.

If you will pardon me I want to read in connection here an editorial clipped from the last issue of one of the leading grain trade journals of our land. [The "American Elevator and Grain Trade."]

"The relations of grain dealers and millers in the Southwest, in Indiana and other parts of the winter



C. H. TINGLEY, COLUMBUS, OHIO.  
President Ohio Grain Dealers' Association.

wheat belt especially, is a veritable problem. It is to be noted, however, that millers are building more and more elevators in the Southwest and invading the shipping towns as fast as their milling requirements increase. The grain men might stop to consider whether this is a more desirable feature of the business than permitting the millers to get what grain they need without a struggle for it. The course of some elevator men in trying to "hog all the grain" and of those who supply millers who are willing to buy of the elevators with badly sophisticated grain is driving the millers into the grain business for self-protection. There is no reason to expect that, if forced into the business, they will be content to buy only for themselves; they will, on the contrary, very naturally handle all the grain they can get. Most millers would, however, be content to be millers only, if treated fairly."

If there are any breakers ahead for Ohio grain dealers this year, this is one of them, and I would caution you to consider carefully this matter before precipitating any strife between the two interests, remembering at all times that associations like individuals are dependent upon each other, and again is the scripture fulfilled, wherein it saith that "no man liveth unto himself."

It has been my pleasure as president of your organization to visit the several district associations once or more times during the year, and I want to thank them at this time for the courteous treatment accorded me and for their personal efforts to make my visit among them a pleasure to me, which it most certainly proved to be. According to the program which is before you, I am commissioned to welcome you here, and I desire to say that after having consulted the authorities I have the distinguished pleasure of informing you that the keys to this beautiful spot have been turned over to you, and that anything and everything you see is yours, providing you pay for it. Again, gentlemen, I want to thank you for the honors that have come to me at your hands, and to extend to you a thrice hearty welcome to this convention.

H. S. Grimes of Portsmouth responded substan-

tially as follows: "It is a pleasure as well as a pleasant duty to be with you. It is some time since I have been coming to your annual meetings. It is now the twenty-fifth anniversary of this organization, and I might say with the president that I am sorry that we have not a larger attendance; but the old saying is no doubt true, that what we lack in quantity we make up in quality. I wish to touch upon some of the subjects brought forth in the president's address. There is some feeling among our affiliated associations relative to coercion. There was a time when the Association was one in itself. No one wants to be dictated to, and I think this has been the cause of the trouble. The grain dealer should have a reasonable profit, and yet I am afraid that some are inclined to be too avaricious. We have had short crops and the farmers have felt that they were not getting all that was coming to them. The grain man should be satisfied with reasonable profits, and with the coming large crops, which it appears we will have this year, everything should go well with both the farmer and the grain dealer.

"The social features of these gatherings of grain dealers have always been the most pleasant part of the meeting. We had a little demonstration this morning. It brings the grain men together and they can talk over their big and little affairs. Neighbors who have been a little bit formal are inclined to come together here. I find from my own experience that the social features should be cherished, so that all will leave the meeting with pleasant recollections of good fellowship.

"I was very much impressed by that part of the president's address in which he referred to an editorial calling attention to the relations of the grain dealer and the miller and that the former sometimes 'hogged all the grain.' I attended the joint meeting of millers and grain dealers at Indianapolis. If the Ohio millers and grain dealers would come together in like manner it would harmonize the two interests. The meeting at Indianapolis resulted in great good feeling.

"As I said a few minutes ago, we have a chance this year to make some money. Corn looks fine. In my valley we haven't had a crop for three years, but this year we will have a good one. Do not antagonize one another and conditions will come out all right.

"I wish also to refer to the insurance feature of our Association. We have now about \$640,000 of insurance written. We have had only one loss since November last year. Our Association is now about three years old and it has been a protection to dealers far beyond the expectation of the organizers. The Association is controlled by members of the Ohio Grain Dealers' Association and is mutual in every respect."

President Jenkins: "We are always glad to have Mr. Grimes with us, as he always says something worth hearing and his services have always been valuable to the Association."

The reading of the minutes of the fall meeting were dispensed with and Secretary J. W. McCord of Columbus read his annual report, as follows:

At this particular time in the history of this Association it would seem fitting to preface my report with information bordering on the historical. Through an error on part of the printer, the circulars announcing this meeting mentioned it as the twenty-fourth annual meeting, instead of the twenty-fifth. We are, therefore, now in session for the twenty-fifth annual meeting to review and close up the work of the twenty-fourth year of our existence and consider plans for the work of the ensuing year, the twenty-fifth and last one of the first quarter of a century of our career as an organization.

This Association was formed at Put-in-Bay, July 1, 1880. The minutes of that meeting show that ninety gentlemen were present, and that S. H. Hunt of Upper Sandusky was made president and L. C. Newson of Columbus secretary. The Association was named "The Grain Dealers' Association of Ohio." During the years 1881 to September 19, 1899, the name by common usage lost the official construction of its original title, and at different times was incorrectly dubbed the Ohio State Grain Dealers' Association and the Millers' and Grain Dealers' Association of Ohio. During the period mentioned the work and interest languished and declined, until the implied object set forth in the original constitution was entirely disregarded and the annual meetings, or, rather, outings, were chiefly devoted to the "Fish Industry." On September 19, 1899, at a semi-annual meeting held in Columbus, we find that the Association resolved to discontinue the "Fish Industry," and in regular form



annulled in its entirety the original constitution and by-laws which, with slight modifications and changes by amendment from time to time, are still the basis of our government. The preamble of the constitution reads as follows:

"Whereas, The constitution of this Association, adopted at its first meeting, July 1, 1880, is now found to be inadequate to the present requirements and changed conditions of the trade, we the undersigned in session at a called meeting held this 19th day of September, 1889, at the Board of Trade auditorium in the city of Columbus, do hereby consent to and order the entire annulment of the said constitution, and do hereby adopt the following constitution and by-laws for the government of this Association, which has for its object the advancement and protection of the common interests of those regularly engaged in the grain business, the formulation of rules for the transaction of business and the promotion of friendly relations among legitimate grain men of the country."

It should be clear to all that this Association is not a close corporation for the arbitrary government of its members by ironclad rules, regulation of prices, imposing severe penalties, etc. These features, if indeed they prevail at all, only obtain with the local affiliated associations of this body, it being the office of the parent body to permit each affiliated body to conduct its work as seems warranted by the conditions existing in the territory where organized. The parent body has been extremely liberal in this respect, going so far as to permit affiliation, from its original enrollment of nearly 400 members at large, of over 300 of its members to the five affiliated associations, until our membership proper, at large, consists of only about 60 members that are unattached to the affiliated associations.

In the working of the affiliation plan, it would seem that motives favoring of the selfish have to a certain extent crept in, and we sometimes do not see very far beyond the borders of the respective domains of each territory governed by local affiliated associations. In fact, at times there has seemed to be competition (and not at all times friendly) between the associations, of such nature as to imply which could pay the most or the least for the grain produced in the territory of each, or, rather, on the border lines of adjacent territory. In this manner extremes have come about and harmonious relations have not at all times prevailed between the associations. It has been the policy of the parent body to recommend and encourage free intercourse among the different local affiliated and unaffiliated associations, so that they might better understand each other and work in perfect accord. To what extent we have secured this result is known to the officers of these associations, but it is safe to say that the grain dealers of Ohio cannot be divided against themselves, either as individuals or as local bodies, and expect harmony to prevail; neither can they expect the parent body to exercise the function of supervising every minute detail incident to the varied conditions of each locality. This would be an impossibility on account of the inability of non-resident officers to fully understand the local requirements.

The present plan of organization is proper, and it remains for the local associations to regulate and work out the minor details of the work, which in direct financial results appeal directly to the individual member. The broader lines of work, of which many of us lose sight and which are of great value, even though not accomplished with direct and immediate results in the way of spot cash to your credit in bank, can only be carried on successfully by the state and national bodies. Those of you who have kept informed on these broader lines of work do not doubt the success attendant on the efforts put forth by state and National Association to improve and benefit the trade at large. You only have to read the trade journals and association literature to inform yourselves as to what has been done and what is contemplated for the future.

Permit me to suggest, that if the results of the work of the Association are not, in your opinion, what they should be, put your shoulder to the wheel and assist in advancement. Do not retard advancement by criticism, indifference or refusal to assume a share of the burden. A balky horse is not likely to go forward when most needed. To stand still is to go backward, especially in association work; let us remember that each one of us should be an active part of the whole body, and that the body cannot be stronger than the inherent strength of its collective individualism. Let there be no laggards; let each one perform his full share of the common duty of loyalty and support, and the result will not be disappointing.

Secretary's report is as follows:

Membership.—On June 4, 1903, our membership consisted of—Members at large, 86; affiliated from Miami Valley, 85; affiliated from western Ohio, 48; affiliated from middle Ohio, 66; affiliated from N. W. O. M. & G. D., 39; total, 324.

During the period, June 1, 1903, to October 20, 1903, material changes occurred in the make-up of membership of our affiliated associations.

The Western Ohio Association, known as the Greenville Association, consolidated with the Miami Valley (Piqua) Association, both of which were already affiliated to the state association. The combined membership on October 20, 1902, was 135. During the same period the Toledo association (known as the Northwestern Ohio Association) affiliated with us 64 members. Also during the same period the Van Wert association (called the Western Ohio, assuming the name of the original Western Ohio, which was merged with the Miami Valley-Western Ohio Association) affiliated with us 20 members. These, with 41 members from the Northwestern Ohio Millers' and Grain Dealers' Association, 80 from middle Ohio and 70 members at large, constituted our entire membership, 410, on October 20, 1903, all fully paid up in dues and in good standing. Since that time up to present date, the Northwestern Ohio Association has not paid the regular six months' affiliation dues for the first half of 1904, and while I have not received formal notice of

withdrawal, present conditions indicate the dissolution and reorganization of that Association. I am also advised that the membership of the Western Ohio Association of Van Wert refuse to pay dues to state or National Associations. This action would indicate a withdrawal of the 20 affiliated members from that Association. The present membership status of the Association on this date is as follows—members in good standing with dues paid up: State Association, members at large, 60; Miami Valley-Western Ohio Association, 123; Middle Ohio Association, 72; Northwestern Ohio Millers and Grain Dealers Association, 37, making a total of 292, as reported to the National Association on the 22d instant. About 35 members of the above associations are slightly in arrears for dues, which will be paid prior to our fall meeting, making our present active membership about 327.

Legislation and Transportation.—You are no doubt conversant with the efforts put forth by our excellent legislative committee, E. W. Seeds, J. B. Van Wagner and Willis Jones (by circular under date of November, '04-'03), in which reference was made to legislation along the lines of the so-called Missouri bill of lading law and the Virginia car service rules. Active steps were taken in December, 1903, to frame bills for enactment by the General Assembly. However, early in 1904, the Ohio Shippers' Association in a manner relieved us of the burden of the contemplated work on the Virginia car service matter, and secured for all shipping interests of the state what is thought to be the best thing that could be secured under prevailing conditions. All of you are no doubt familiar with the terms of the agreement made between the Ohio Shippers' Association and the railroads of Ohio. If not, I can furnish you with copies of the agreement.

On full investigation, the so-called Missouri bill of lading law was found to have been either repealed or in some manner rendered inoperative in that state in about 1889. The enactment of a similar law in the General Assembly of New York also failed of passage at last session. At the present time it is generally conceded that no legislation other than federal can give the desired protection on interstate shipments.

The Virginia car service and transportation rules are to a certain extent now in operation. However, those rules applying to interstate traffic will no doubt continue under contest in the United States Supreme Court until a decision is reached.

The matter of the uniform bill of lading which is ordered into use by the railroads on October 1, 1904, is now under consideration by the joint committee from different state and local shippers associations, the National Hay Association and the Grain Dealers' National Association. I assure you that the interests of the grain shippers of Ohio will have full representation in this matter. We may have the pleasure of a report from the Chicago conference, held on the 28th instant, prior to the adjournment of this meeting.

Arbitration.—One case has been heard by the committee, decision rendered and appeal taken to the Association. This appeal will be heard at this meeting in such manner as the governing board may determine. One case was submitted, and the parties being unable to agree on manner of procedure, the same was by consent withdrawn. One case was brought before the Association which is still pending, agreement not having been reached as to time of hearing. This case is now in such shape as would warrant the governing board in making final disposition in such manner as they may determine. Another case of a member of the state association against a member of an affiliated association was presented. The defendant refused to arbitrate, and the matter is now in the hands of the governing board of the affiliated association. One "complaint" case has been presented in an informal manner, the complainant, an affiliated member of the state and National Associations, the defendant a member of the National Association.

Grain Dealers' National Association.—We hold affiliated membership in the Grain Dealers' National Association, with 292 members in good standing, dues paid up to July 1, 1904. Your secretary attended the annual meeting of that Association, held in Milwaukee last week, and together with several other of our members present represented this Association. The meeting was one of the most successful in the history of the Association, and the excellent work of the year, accomplished under the direction of its president (from our own proud state of Ohio, H. S. Grimes, of whom we have every reason to regard with pride and honor), surpassed that of any previous year. The Ohio Grain Dealers' Association will be represented during the coming year by ex-President Grimes on the board of directors of the National Association.

The National Hay Association.—Your secretary, together with Charles T. Pierce of Defiance, represented this Association as delegates at the meeting of the National Hay Association, held at St. Louis on the 14th, 15th and 16th instants. The hay and grain interests of Ohio and all other states being largely in common, all means of cooperation are encouraged by the associations of the two separate interests on the broad lines of legislation, transportation and other matters of kindred importance.

Ohio Shippers' Association.—This Association was formed by a large membership from all branches of shipping interests early in March of this year. Several members of our Association were active in effecting the organization. The president and secretary of your Association have been honored with like positions in that Association. Mr. E. W. Seeds of Columbus, one of our old-time workers, has the honor to be chairman of the executive committee; also Grant McMorran, our untiring worker from the Miami Valley-Western Ohio Association, was made a member of the executive committee.

There are many other matters of importance which ordinarily fall to the lot of a secretary's report, but as these will come before you through able officers and committees and through general discussion, I will not weary your patience longer, except to express my sincere thanks for the loyal support and assistance rendered

to me in the discharge of the duties of secretary-treasurer of this Association by every officer of the Association, as well as every member with whom I have met in the discharge of my duties.

I am fully cognizant of the fact that I have not done all that might have been done by one of greater ability for the discharge of the duties of the office; but I have tried honestly and faithfully and without any prejudice or partiality whatever to do the work in such manner as would best subserve the interests of the Ohio Grain Dealers' Association. I may have erred in judgment, and no doubt I have done so, but it has been of the head and not of the heart. My interest in and best wishes for the welfare of Ohio grain dealers is greater to-day than at any time in the twenty-four years I have been a member of this Association; and in my hopeful and optimistic outlook in this, the beginning of the last year of the first quarter of a century's existence of the Association, I can see grand opportunities for social and material advancement as an association and as individual members.

#### TREASURER'S REPORT.

Receipts—	
Balance on hand close of last fiscal year, June 3, 1903 .....	\$ 64.74
Total receipts for dues and membership of members at large of State Association .....	258.00
Receipts for state and national dues from affiliated associations .....	503.00
Receipts from all sources, regular members, affiliated members and non-members on account of American Farm Company fund ..	224.50
Total receipts .....	\$1,050.24
As the finances of the different affiliated associations are handled by each one of them independently of each other and of the state association, I can only approximate the total receipts of all the associations as about \$5,000 to \$6,000, with approximate expenditures of about the same amount.	
Disbursements—	
Postage .....	\$ 65.00
Stenographic services .....	53.00
Clerical work (mailing circulars, etc.) .....	3.50
Traveling expenses of secretary .....	32.85
Traveling expenses of president .....	19.50
Telegrams and telephone tolls .....	4.14
Printing and stationery .....	63.10
Rent .....	30.00
Secretary's salary .....	125.00
Paid on American Farm Company, account for expenses for legal service .....	190.00
Paid for other legal services .....	25.00
Prize cup trophy .....	48.41
Paid National Association for affiliation dues ..	351.00
	\$1,010.50
Balance on hand .....	39.74
Total .....	\$1,050.24

Mr. Jenkins said it was a pleasure to listen to such a report as that submitted by the secretary. Mr. McCord has been a member of the Association for twenty-five years and his services merited the utmost praise. He thought the members should have a proper appreciation of the work of their secretary, especially when they considered that his salary was but \$125 per year.

Mr. Grimes discussed the subject of the secretary's salary. He mentioned the higher salaries paid by other associations and the ridiculously small amount paid to their own secretary. He thought that a committee should be appointed to devise means for raising more money so that a salary somewhat more nearly adequate could be paid.

Mr. McCord said that if the secretary was satisfied he thought they ought to be. The money that came to the organization came largely through the five affiliated associations, and most of the work was done by them. He did not devote all his time, he said, to the organization, and as long as he knew that the larger sum of money was raised and spent in the affiliated associations he was satisfied.

Mr. Robinson spoke of the question of membership. He thought the time had come when they should depend upon the affiliated associations or do away with them altogether. He thought there should be about ten local associations and not cover much territory each on account of local conditions. For instance, there should be one about Cleveland and one about Toledo, where the freight rates and other conditions were about the same. They should not be too large and should be affiliated with the parent body. I want to say, also, that it occurs to me we ought to be able to get more money into our treasury. The amount that is taken in is not enough to carry on the work as we could wish.

Mr. Miller said that he was in sympathy with Mr. Grimes and Mr. Robinson. Dealers who are not members of the Association are receiving something for nothing. He did not think that they should drop any association, but rather should



add to them and get more money into the treasury.

Mr. Tingley said that he should be sorry to see any affiliated associations dropped at this time. It would be a serious step backward to drop the idea of affiliation. He said further: "I am thrown with Mr. McCord very frequently, and I know that he has been obliged very often to turn his own business over to other hands in order to give his attention to the Association. I think like Mr. Grimes that we ought to be ashamed of ourselves. I should be delighted to aid in any way possible to get more money into the treasury so we could pay at least half of what he is worth to us."

Mr. Jenkins said he believed they got more from their state association than any other state received. I think, said he, we should have more local associations, confined to smaller territory. Every dealer seems to think highly of his local association. I find that dealers contribute very well when something occurs, like the American Farm Company, that menaces their business. We need a revival and I would like to see one thing brought about; that is, the local affiliated associations should get together and obliterate the lines of feeling that have existed.

Mr. McCord said that Mr. Tingley had done a great deal of work in southern Ohio in traveling and getting the dealers interested. The dealers in that territory are still dormant, but he hoped this unredeemed and unaffiliated territory, as they called it, would be brought in.

Mr. Turner thought the least that the Association could do—not to be understood, however, as taking the place of any more material action which might follow—would be to give a vote of thanks and confidence to Mr. McCord.

A motion was made to this effect and carried.

Mr. Jenkins said the motion was good so far as it went, but it didn't pay expenses. The governing board when it meets should take cognizance of the meager salary of the secretary and provide some way to add to it.

Mr. Miller said that there should be a stated time of meetings among the local associations.

Mr. Dewey said he lived in the territory where they were unorganized but conditions now seemed favorable for an association there.

On motion by Mr. Dewey the report of the secretary was adopted.

President Jenkins appointed the following committees:

Credentials—H. S. Grimes, chairman; J. Beirbricker, T. B. Marshall, E. H. Day, J. I. Friedley.

Nominations—Ed. McCue, chairman; A. F. Frese, J. B. Miller, J. S. Dewey, Harry Kress.

Resolutions—C. H. Tingley, chairman; C. P. Bauman, C. N. Adlard, Arthur Cunningham, John F. Brown.

President Jenkins called for the report of the sub-committee on the arbitration case of Ohio Cereal Company against W. J. Ochs. It was read by J. S. Dewey, as follows:

We, J. S. Dewey, Ed. McCue and R. Turner, your committee to whom the appeal of W. J. Ochs from the decision rendered by the arbitration committee in the case of W. J. Ochs and the Ohio Cereal Company was referred, report as follows: That we have carefully examined all papers and do not approve at all the manner in which Mr. Ochs weighs grain. Neither does it seem that the Ohio Cereal Company weights are absolutely correct; for out of a list of weights of 47 cars furnished by the Ohio Cereal Company we find 8 cars weighed by public weighers and that the 8 cars showed a shortage of 68 bushels and 24 pounds, or an average of 8 bushels and 35 pounds per car. We would recommend that this amount be deducted from the Ohio Cereal Company's bill of \$67.16, which would leave W. J. Ochs indebted to Ohio Cereal Company \$54.02.

We would further recommend that as neither weight seems absolutely correct they divide equally the cost of arbitration.

On motion by Mr. Dewey the report was adopted, after which an adjournment was taken until 1:30 p. m.

#### WEDNESDAY AFTERNOON.

Following the call to order by President Jenkins, S. H. Grimes read the report of the committee on credentials, as follows:

Membership of state at large, 60; Miami Valley and Western Ohio, 123; Middle Ohio, 72; North-

western Ohio Millers and Grain Dealers' Association, 37; total, 292.

Your committee begs leave to report that they find representatives from the above associations present and recommend that such delegates as are present be permitted to cast the vote of their entire membership.

We would further recommend that Mr. Rice and Mr. Snyder of the Northwestern Association be requested to state the situation as to the Northwestern Ohio Association.

On motion the report was adopted.

President Jenkins introduced John B. Daish, the newly elected president of the American Shippers' Association.

Mr. Daish spoke in part as follows:

"The uniform classification committee in January announced that a uniform bill of lading would be in vogue in April. A conference was held yesterday in Chicago to find whether the new bill of lading was inimical to the shippers' interests, and if so, what could be done. We also wished to know if it violated the law to which common carriers are amenable. Very many organizations were represented and an executive committee was appointed to do what was best in the matter. The executive committee will meet with the railroad interests and point out to them the harmful points of this bill of lading. It has some good points, as it provides for its being written with ink or indelible pencil. The provision in addition to this is that it may be of uniform width.

"The difficulty in the bill of lading lies in one fact. The carrier and shipper never meet on equal terms. The situation is broadly thus: 'Ship or don't ship.' That is the railroad's point of view. It is the law of common carriers that they must first offer to ship the goods and, second, carry them safely. The object of the bill of lading is to secure the signature of the shipper to a document that releases the railroad from all liability in case of loss. If you sign this contract, you obligate the carrier to take the goods, but release him from all other liability.

"Another serious thing is that it bears the words 'not negotiable.' The idea is that banks will not cash a draft to which a bill of lading is attached signed 'not negotiable.'

"The plan of this organization as regards membership is to allow all clubs or boards of trade to become members rather than firms. Our first object is to go after this uniform bill of lading and knock it out, if we can. I think that the honor shown me yesterday in my election to the presidency was a compliment to the Grain Dealers' National Association and its associate organizations. Every dealer should keep posted on these questions and the way to do so is to read your trade papers.

"On the question of pooling, there is said to be a movement on foot to request Congress to pass a pooling bill. I believe in a legalized pool under a supervision of competent traffic officials."

J. W. McCord gave a brief talk on the Ohio Grain Dealers' Mutual Fire Insurance Co. The company has met with great success since its formation. It is constantly increasing its business and desires all the grain elevator men of the state to avail themselves of the opportunity to get safe, reliable and inexpensive insurance.

S. H. Grimes and C. H. Tingley followed on the same subject. Mr. Tingley urged the grain men to watch their elevators as closely as possible and guard against fires as each one of the insured received the benefits of a close watch on houses in order to prevent fires.

Charles England of Baltimore read a paper on the subject, "The Seaboard."

H. S. Grimes offered the following resolution, which was adopted as read:

Whereas, The Interstate Commerce Commission, at the request of the Merchants' Exchange of New York and kindred organizations of the several seaboard cities, is investigating the questions of differential rates in import and export traffic via the North Atlantic ports; and

Whereas, The principle upon which differential freight rates are established is not only equitable but logical, and it is essential to the welfare and progress of the agricultural, mercantile and manufacturing interests of the state of Ohio that the differential rates to the several Atlantic seaports be maintained; therefore, be it

Resolved, That the Ohio Grain Dealers' Association favor the maintenance of the differential rate on import and export traffic to and from the several Atlantic ports.

Mr. Tingley said that at a meeting of the governing board at Columbus this spring they had instructed the secretary to take up the question with the proper authorities of maintaining the present differential. New York grades are very rigid and if Ohio were forced to ship to New York it would result in loss to us. But Baltimore is more lenient, and we are able to pay the farmer more by shipping there. I think we should help Baltimore all we can in her fight to prevent the railroads from foisting this unjust discrimination upon us.

J. B. Miller gave the following report for the Middle Ohio Association:

The Middle Ohio Association was born at an auspicious time and with historic surroundings. Founded as it was on the birthday of that illustrious American statesman, William McKinley, and its original signers numbering the same as the original colonies of the revolution, it has been rooted and grounded by these singular coincidences. Its history as a moving body has been upward, although the territory covered by the Association is not the richest in the state and its membership contains many small dealers, yet it has kept pace with the others in devotion to the cause, and while at times we have had ripples on the surface of the placid waters a great good has resulted from the organization and our dealers have made some money by observing a fraternal spirit and by regarding the rights of others.

Our membership responds to calls for support with alacrity, and a ready recognition of the useful auxiliaries to the furthering of our cause is quickly observed. Our membership to-day numbers 80, and in this we have included the mills of our territory. This feature has been very helpful, as you well know. I, therefore, urge upon you to give a proper recognition to that great industry that works in harmony with you to convert into the finished product the raw material which you buy.

The Middle Ohio, while not the largest local association in the state, wishes to hereby reaffirm and repledge her loyalty to the support of the great cause of association work, and assures you that next year, when we reassemble in annual convention, you will find us represented and it shall be our aim to be even stronger, if such a thing is possible, than we are to-day.

We have by faithful and united effort practically wiped out the scooper from our territory and in fact have been a blessing to the community in which we buy, in view of the fact that our farmers have been favored by being protected from the sharks that prey upon the unsuspecting victim. You will remember that in our territory is where the great New Jersey corporation that loved only the farmer's interests met its Waterloo, and this fact alone should endear us not only to the victims who were able through our efforts to save their fleece, but to you, my brethren, for not being compelled to operate a legitimate business alongside of a gilded fake.

Little as we are, we have bravely met and conquered the bag question and the dealer who loans bags in Middle Ohio territory is not discernible with a fine-tooth comb. We want to commend the courage of our dealers to this body at large; you will require a little backbone, but the pleasure of doing business without this nuisance is well worth all and much more than it costs.

Now, I wish to assure you when this beautiful month of June returns and the roses bloom again we will be with you.

Mr. Rice told about the defunct Northwestern Ohio Association, and a general discussion took place on its cause and the possibilities of a revival.

The meeting then adjourned until 9:30 the following morning.

#### THURSDAY MORNING.

The morning session was called to order by President Jenkins at 9:30 a. m., who announced the first thing on the program was the report of the affiliated associations.

Secretary McCord read a letter from Secretary Miller of the Miami Valley Grain Dealers' Association stating his inability to be present. The report of the Association was read by Mr. Adlard.

Mr. Turner gave the report for the Northwestern Ohio Millers' and Grain Dealers' Association. He said that since organizing in October, 1898, the affairs of the Association had steadily progressed. They had conducted their affairs at first entirely without thought of a future connection with the state Association. They had a membership of about fifty. Their meetings had taken place every two weeks. He thought that these frequent meetings had been the cause of their success. The past year meetings had been held only once a month, but they were meeting with great success in their work.



M. W. Miller, Piqua, Ohio, read a paper on "Troubles of a Local Association."

Mr. Marshall spoke of the presence in the hall of Mrs. Jefferson Davis and read a resolution which he moved be adopted and presented to her. The resolution was adopted and Messrs. Marshall, Turner and Grimes were appointed a committee to present same.

Mr. McCord spoke of the Western Ohio Grain Dealers' Association and read a letter from Secretary McMillan in which he stated that the Association was badly out of joint and that they had not had a meeting in three months.

J. S. Dewey of Blanchester talked on the unorganized, unredeemed and unaffiliated territory. Mr. Dewey said that while in his territory they were at present unorganized, the prospects were that they would be soon formed into an organization. The territory was in better shape for organization than it had been for many years. They had a nice crop of oats and fair crop of wheat and the dealers were inclined to see if they could not make a little money this year.

Mr. Tingley said that last fall they had the territory pretty well in hand. The obstreperous element was almost pacified and they would have done something but the crops were very poor around Washington Court House. But with good crops he thought with Mr. Dewey it would be easy to get those dealers in working condition with a good association.

Mr. Bauman said that they had had a small association in their territory, but that there was one man there who would not join and until he went out of business there seemed to be little prospects for an association.

Mr. Tingley read the report of the committee on resolutions as follows:

Whereas, A kind Providence has during the past year spared all the members of this Association, death, so far as is known, not having invaded our ranks; be it therefore,

Resolved, That we are truly grateful to the All Wise One for this kindness to us as an organization.

Resolved, That we heartily endorse the aims and objects of the Ohio Grain Dealers' Association, and hereby pledge our loyalty to same, agreeing to do all we can as members of said organization to further its well-being and efficiency by both our moral and financial support.

Resolved, That we heartily approve of the noble work done by the Ohio Shippers' Association in its heroic efforts to protect the business interests of the state against all unjust treatment and discrimination on the part of the railroad corporations doing business within our borders, and we hereby pledge our assistance to said Association, both as individuals and as an organization, in every way possible.

Resolved, That we hereby tender the thanks of the Ohio Grain Dealers' Association to the Ohio Shippers' Association, for having elected as its first president one of our members, a man worthy of this high honor, Mr. C. B. Jenkins of Marion, Ohio.

Resolved, That as soon as practicable we take such necessary and proper steps to increase the revenues of this organization as will enable it to properly and adequately meet all its just financial obligations.

Resolved, That we pledge our loyalty to the Ohio Grain Dealers' Mutual Fire Association, and, as individuals, promise as far as possible to patronize said Association and do all within our power to further its aims.

Resolved, That we hereby recognize in the Grain Dealers' National Association a mighty power for good to the grain trade of the United States, and heartily endorse its actions in the past and wish it godspeed for the future.

The report of the committee was adopted.

On motion by Mr. Grimes the dues of individual members of the Association were changed to \$5 and of affiliated members to \$3.

Mr. Robinson moved that the Ohio Grain Dealers' Association affiliate with the Ohio Shippers' Association. Carried.

The report of the committee on nominations was read by Ed. McCue, recommending the following nominations: President, C. H. Tingley, Columbus; vice-president, Grant McMorran, St. Paris; secretary-treasurer, J. W. McCord, Columbus; governing board—members at large: J. S. Dewey, H. S. Grimes, H. W. Kress; members of associations: J. B. Miller, H. W. Robinson, Ed. McCue.

On motion by C. N. Adlard the report was adopted.

C. H. Tingley made an appropriate speech of acceptance of the office of president and was followed by Mr. Jenkins and Mr. McCord in short addresses.

A very interesting ceremony then took place in

the presentation of a silver loving cup to the Northwestern Ohio Millers' and Grain Dealers' Association as a reward for sending the highest per cent of its membership to this meeting. The cup was designed as a trophy and will be held by the winning association until in turn it is won in like manner by one of the other affiliated associations. The cup was a handsome piece of solid sterling silver. On one side was an engraved sheaf of wheat and a representation of ears of corn; on the other it bore the following inscription: "July 1, 1904: This trophy is the property of the Ohio Grain Dealers' Association for award temporarily at stated intervals to the successful affiliated associations competing in events hereafter designated by the Association."

Mr. Jenkins in presenting the trophy said that it was largely through Mr. Tingley's efforts that it was secured, and that he should have made the speech of presentation. Next year the trophy will go to the association sending the largest percentage of membership to the annual meeting.

Mr. Robinson responded for the winning Association. He said: "Our Association came here with the purpose of taking the trophy. It should stand for a better feeling and higher efforts in association work. I want to assure you that we will be at Columbus prepared to take it home with us again. We like a fight, and will be there with a chip on our shoulder. The association that wins it from us will have to bring out about 100 per cent of its membership."

As a further part of the ceremony, Fred Mayer of J. F. Zahm & Co., of Toledo, presented a handsome bouquet of flowers to the association with a speech of congratulation on their winning the cup.

Mr. Robison replied that he hoped when the petals from the beautiful flowers had fallen and its leaves are withered, there would spring up a rich harvest in its place for J. F. Zahm & Co.

The meeting then adjourned sine die.

#### ISLAND BREEZES.

Who will bear away the trophy next time?

A little over a carload of grain found its way into the slot machines.

A. S. Garman represented the Huntley Mfg. Co. of Silver Creek, N. Y.

It was reported that trading on the curb was very lively at the Casino.

The Baltimore market was represented by Lewis J. Lederer, A. A. Kuhl and Charles England.

George D. Woodman, with Rosenbaum Brothers, Chicago, distributed handsome souvenir badges among the dealers.

From Pittsburg there were J. A. A. Geidel of Geidel & Co.; Philip Geidel Jr. of Geidel & Dickson; R. S. Martin of Herb Bros. & Martin.

The only clew obtainable to the early morning serenaders of C. O. Peters and bride was that one of them was heard to be addressed as Fred.

The trip from Toledo was made by Fred Mayer, of J. F. Zahm & Co.; Charles Knox of Reynolds Brothers, Harry Cuddeback, with John Wickenhiser & Co.

Two members of the Association were on their honeymoon: C. O. Peters, with the Ohio Grain Dealers' Mutual Fire Insurance Company, and E. M. Dull of Celina.

Fred Mayer met the delegation from Sandusky with a "coon" orchestra, which escorted them with music playing and colors flying up to the Victory Hotel. The ladies were also remembered by Mr. Mayer with souvenir boxes of chocolates.

Among the dealers who attended the meeting were H. W. Kress, Middletown; S. L. Snyder, Holgate; S. H. Grimes, Portsmouth; Ed. McCue, Arcanum; J. S. Dewey, Blanchester; C. H. Tingley, J. W. McCord and J. P. McAlister, Columbus; C. P. Bauman, Canal Winchester; R. Turner, Avery; A. A. Cunningham, Tiffin; T. B. Marshall, Sidney; F. C. Hornung, Gibsonburg; P. D. Werts, West Baltimore; J. Bierbricher, Bellevue; E. H. Day, Caladonia; C. B. Jenkins, Marion; H. W. Robinson, Green Springs; J. B. Miller, Richwood; J. W.

Channel, Melvin; J. I. Friedley, Attica; L. Twining, Oberlin; W. D. Rapp, Sabina; G. E. Allinger, Jackson Center; H. G. Dehring, Curtice; C. H. Little and G. W. Swartz, Xenia; E. M. Dull, Celina; L. J. Smith, Bellevue; C. D. Smith, Bellevue; C. N. Adlard, Piqua; Walter S. Snyder, Carey; M. R. Brooks, Deshler; S. B. Craig, Blanchester; H. Pfaffenbach, Oak Harbor; A. F. Frese, Graytown; J. P. Barnhouse, Morral; J. Scott Rice, Deshler; Frank H. Tanner, A. S. Nelson and W. P. Tanner, Mansfield; F. A. Denman, Wakeman; G. E. Murbach, Elyria; F. A. Jenkins, Nowalk; Elmer Armstrong, Monroeville; A. Lanehart, Butler; G. F. Aldrich, Millersville; M. I. Baker, Monroeville.

#### NEW ERA ELEVATOR.

The passenger elevator in a grain elevator, large or small, is both a convenience and a luxury, saving time and useless expenditure of energy. The thing is to get an elevator mechanism that is both practical, safe and cheap. Users say the New Era Combination Elevator made by the Sidney Elevator Manufacturing Company of Sidney, O., fills the bill exactly. It is a combined passenger and hand freight elevator, which is converted from one use to the other merely by removing a single lever which throws the gearing on or off, as may



NEW ERA COMBINATION ELEVATOR.

be desired and which can be operated from any floor or from the platform or any position.

The brake is the controllable screw brake. There is also an automatic safety lock provided, which will securely lock the elevator cab at any position should the lifting cable ever break. The lifting cable is one-half-inch wire cable. The regular size of platform is 36x36 inches, but can be made smaller or larger to order. Capacity 500 pounds. The whole machine is well and substantially made and is strong and durable. As a passenger elevator it is self-lifting and, as the friction is practically reduced to nothing, an inappreciable pull on the hand rope is all that is necessary to operate it.

#### GRAIN THIEVES IN DISTRESS.

The enforcement of the ordinance against grain thieves at Peoria is making it very uncomfortable for those gentry. The first victims of the new order prohibiting sweeping of cars were two old men who, on June 17, were fined \$5 and costs each. The men are not paupers, but, on the contrary, are thrifty old fellows, owning several small houses each; and, being men of property, they paid their fines, but as they are frugal souls they parted with their ducats with reluctance and with the further sad thought that their car-sweeping days were over. On June 28 another veteran car sweeper was fined \$5 and costs, and on June 29 another was arrested.

At Buffalo on June 24 two boys 16 and 19 years old were arrested for stealing grain doors from Erie cars.

Fires in California have, as usual, destroyed large quantities of wheat and barley in the fields.



## ANNUAL MEETING OF MICHIGAN GRAIN DEALERS' ASSOCIATION.

The first annual meeting of the Michigan Grain Dealers' Association convened at Lansing, Mich., on July 7 and 8. President T. W. Swift of Battle Creek called the first session to order at 2 p. m., in Assembly Hall, and after an invocation by Rev. H. B. Bard of Lansing an address of welcome was made by Mr. Seymour Persons of Lansing.

President Swift read his annual address, as follows:

We are assembled to-day for the purpose of holding the first annual meeting of the Michigan Grain Dealers' Association. At the present time we have the distinction of being the youngest grain dealers' association in the Union, having been organized about one year. On June 26, 1903, a meeting of the Michigan grain dealers was called at Battle Creek for the purpose of organizing this Association. At that meeting there were about forty in attendance and twenty of those present joined the Association and elected necessary officers, and five directors, the different parts of the state being given representation, were elected and since that time three directors' meetings have been held.

I regret that one of our number, Mr. Frank C. Rockafellow, of Rockafellow Grain Co., Carson City, died in 1903. Due mention was made of his death through the columns of our Monthly Bulletin. Mr. Rockafellow was very much interested in the welfare of this Association, and in his death we have lost a very valued member and one of the representative grain dealers of the state.

I have taken great pleasure in performing the duties of president of the Michigan Grain Dealers' Association, and I assure you that I appreciate the honor of presiding over a body of men of this character. I did not accept the office voluntarily and felt that the Association could have made a much better choice, for the reason that my time is so much taken up with other matters and I did not feel that I was in a position to give the office the attention that it should have.

At the time of our first meeting we had no one available for the office of secretary and did not know whether our revenues from membership dues would be sufficiently large to support a salaried office. The matter of engaging a secretary was, therefore, postponed until several weeks after our first meeting. On July 25, of last year, a meeting of the directors was called, which meeting M. G. Ewer, our present secretary, attended. He made a very liberal proposition to take the office of secretary and treasurer and give up at least half of his time to the work, with no compensation whatever, except actual expenses, until January 1, 1904. The services of Mr. Ewer were secured upon this basis. Soon after January 1 last, at a second meeting of the board of directors, we arranged the matter of salary with Mr. Ewer. Part of this salary, under the arrangement, was to be derived from the net profits of the Michigan Grain Dealers' Official Monthly Bulletin, which was an original idea with our secretary, and a copy of which has been mailed free each month to every grain dealer in the state. You have, no doubt, received this and are familiar with its contents. Up to the present time it has certainly proven a great success and the revenues obtained from the advertising portion have been sufficient to more than pay its running expenses. This Bulletin keeps the grain dealers in Michigan in close touch with the current news of the state and other matters pertaining to the grain business in general.

Inasmuch as a larger membership is what we desire at present to make our Association strong and effective, I hope you will pardon me for dwelling at some length on this subject. We have now on our membership list seventy-five regular grain dealers of Michigan. Twenty-five of this number have been obtained since May 1 through the personal solicitation of our secretary. He has made a very vigorous campaign and has met and is now meeting with excellent results. It is proposed to carry this work on in the same manner in the future. We have something like four hundred regular dealers in the southern peninsula of Michigan and at least half of this number should be members of our Association before the expiration of another year. There is no reason why every grain dealer in Michigan should not realize the benefits to be derived from the association work and come in with us. It only requires a very little investigation of the work that has been done by other state associations to demonstrate the many advantages of organization.

I wish to call the attention of those present, who may not have had the pleasure of attending the National Grain Dealers' Association, held at Milwaukee on June 23 and 24 last, to the rapid progress of that association and the satisfactory results obtained by it during the last two or three years. I attended the meetings of the National Association during the first two years of its existence, when the membership did not exceed thirty, and it was struggling to keep alive. It looked for a while as though the association would not live, but there is a great contrast now. The membership, including the affiliated members of the various state associations, is something like 3,400, and this membership includes the strongest grain concerns in the United States. They are at present treating and dealing with matters, and handling them successfully, that could not be handled in any other way except through a strong organization. Every dealer in this audience must realize that it is only through the strength and cooperation of the majority

that effective work can be done. After the membership of the Association shall reach a certain point, it will be smooth sailing, as all dealers will more clearly realize the importance of association work and what it will do for the individual dealer. This Association is now in a position, and ready, to take up and endeavor to adjust any differences that may arise among its members.

Our secretary is on the program to discuss the subject, "Why Membership in Our Association Is a Good Investment," and I am sure he will give you some excellent reasons on this point. The other topics for discussion as arranged on our programme are all subjects which are important and of direct interest to each of us, and we hope to have a free and full discussion of each. By doing this we can make this meeting interesting and profitable. After each paper we hope to have a good live general discussion and wish every member to give his view of the matter in hand. Let us make the meeting a grand success. I thank you for your attention.

The president appointed the following committees, on motion of Isaac Grant:

Resolutions—Isaac Grant, F. C. Baylus, W. E. Sheldon.

Nominations—L. Fred Peabody, S. M. Isbell, C. E. Patterson, F. H. Richardson, J. A. Heath.

Auditing Committee—A. E. Lawrence, W. E. Sheldon, F. H. Richardson.



T. W. SWIFT, BATTLE CREEK.  
President Michigan Grain Dealers' Association.

Membership—F. A. Voigt, J. A. Heath, H. L. Goemann, John A. Higgins, W. J. Orr.

By-Laws—F. A. Voigt, F. L. Caughey, W. H. Vaughan.

Isaac Grant, manager Babcock Grain Co. of Reed City, read a paper on the subject, "Fulfillment of Contracts." A general discussion followed the reading of the paper.

J. A. Heath of Lenox read a paper on "Reciprocal Demurrage."

Geo. A. Stibbens, secretary of the Grain Dealers' National Association, talked on the question of the benefits of association work. He said that it had been his good fortune to call the first meeting that was held in the state and that dealers in the state of Michigan should only look at neighboring state associations to get enthusiastic as to the benefits of organization. If they were interested in getting any laws passed favorable to the grain men they should start a campaign of education and find out what the attitude of candidates was on the questions involved. "Dealers should join the Association and become acquainted with their competitors. You must confine your margins to reasonable profits or it will make trouble for you. There are in this state about 425 dealers and there is no reason why at least one-half should not be members of your organization. The trouble with the average grain man is that he wants to see \$10 coming in before he puts \$1 out. I would suggest that you arrange your program on broad lines and invite your farmer friends to the meetings. A very important subject is the question of good seed corn for your farmer customers. You can learn from your state experiment stations what corn will be

best for seed and instruct the farmers accordingly. If you have differences now with any terminal market you do not have to go into the courts, but can have them settled by arbitration. Honest differences will always exist, but a careful examination of contracts and living up to them will prevent many difficulties. This feature of association work has grown and will continue to grow. Nonfulfillment of contracts is the cause of more arbitration cases than anything else. I have no sympathy for any man who makes a contract and then refuses to fulfill it, no matter what it may be."

Prof. C. D. Smith, of the State Agricultural College, invited the dealers to visit the college and farm and told what they were doing toward improving wheat and corn.

Secretary M. G. Ewer read his annual report. It showed total receipts to July 1, \$2,160.75, with disbursements of \$2,092, leaving a balance of \$68.75. On motion the report was adopted and referred to the auditing committee.

Henry L. Goemann of Toledo, Ohio, read a paper on the subject, "Terminal Grades and Weights."

A general discussion followed on the question of the causes of shortages, and it was the opinion that the great majority of losses of grain in transit was due to leaky cars. The importance was dwelt upon of carefully cooping cars before they are loaded and sending them out in good condition.

President Swift urged each member of the Association to try to bring in a new member. That would give a membership of one hundred and fifty. The afternoon session then adjourned.

### FRIDAY MORNING.

President Swift called the meeting to order at 9:30 a. m. and introduced Harry E. Hooker, secretary of the Michigan Millers' State Association, who made a short address on the "Benefits of Organization."

F. T. Caughey of Detroit talked upon "Selling Grain on Its Merits." "Your secretary asked me to make a talk here, but evidently did not know that I am more at home in handling grain than in talking publicly about it. My subject is a broad one, and, in fact, is the foundation of the business. To sell grain on its merits one must know all about grain and be able to judge of its various conditions. You cannot fool all the grain men all the time and he who thinks he can is mistaken. In my experience, the way to make money in the grain business is to fill up your house with choice grain and then, if the market advances, sell against this choice holding. If it declines sell your hedge and repeat this operation. That is what I call legitimate speculation, and is in vogue, I believe, by the principal elevator concerns of the country. If we sell grain on its merits, give good weight and live up to our contracts, we will have little trouble in the grain business. I do not believe that there are very many in the grain business to-day who think they can make money by illegitimate and unfair methods. We should try to reduce the number of dishonest dealers. In the grain business, as elsewhere, honest methods, some nerve and eternal vigilance is the price of success."

Mr. Walker spoke about the difficulty of telling how grain would grade.

He was followed by Prof. C. D. Smith, who deplored the fact that the farmer had to remain in ignorance of what his grain was worth because of this uncertainty of grades. He said the grain man should be both honest and intelligent. Honest enough to pay what the grain was worth and intelligent enough to know what it would grade. "I deplore," said he, "the conditions in Michigan when the warehouseman does not know the merits of the grain or what it will grade. I find that for this reason farmers complain and do not think that they get what is due them."

L. Fred Peabody of Grand Rapids read a paper on "State Weighing and Inspection."

The subject was discussed by Mr. Diamond, Mr. Mayer, Mr. Goemann and others. The inspection departments in other states were brought out with the idea of Michigan freeing herself, if possible, from the bad points of each.

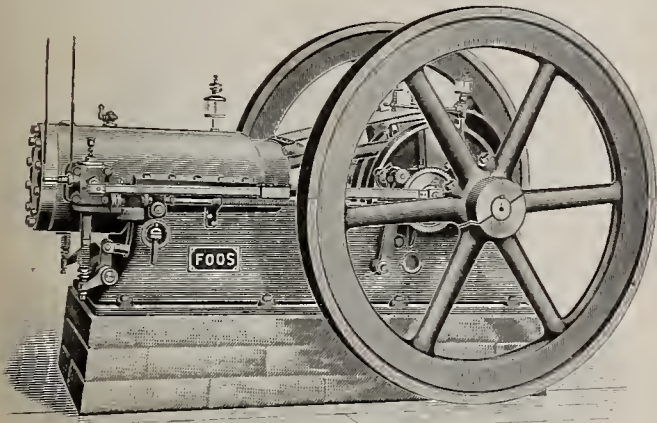


Mr. Ewer showed why a membership in the Michigan Association was a good investment. One of the greatest benefits, he said, that the Michigan dealers could secure, if they would go after it, was a law similar to the Virginia law, providing for reciprocal demurrage in case of failure of the railroads to do their duty as common carriers.

M. Caughey made a motion, which carried, that the secretary be instructed to confer with other Michigan associations relative to securing better conditions from the railroads.

W. J. Orr said that the Michigan Grain Dealers' Association could secure a law similar to the Virginia law, if they would but go about it. He outlined a policy which he thought would be effective in securing the same law for the dealers of the state.

Isaac Grant read the report of the committee on resolutions. It expressed the sorrow of the Association at the loss by death of their brother, F. R. Rockafellow of Carson City, and extended the sympathy of the members to his bereaved family. It further expressed the thanks of the Association to the business men for extending the hospitality of their beautiful city, and to Mr. Persons, who so gallantly surrendered the keys of the city to the members. It also extended the thanks of the body to Prof. C. D. Smith for the many courtesies shown to dealers while visiting the State Agricultural College.



STATIONARY FOOS GAS ENGINE.

L. Fred Peabody read the report of the nominating committee. It recommended the election of the old officers and old board of directors, as follows:

President, T. W. Swift, Battle Creek; vice-president, W. R. Reardon, Midland; secretary-treasurer, M. G. Ewer, Detroit.

Board of directors: M. H. Vaughan, Caro; W. J. Orr, Bayport; F. C. Baylus, Blissfield; A. E. Lawrence, Mulliken; F. A. Voigt, Grand Rapids; Isaac Grant, Reed City. The report was adopted.

Mr. Vaughan read the report of the committee on by-laws. The committee recommended that Section 2 of Article IV be amended to read as follows: "The dues shall be \$1 per month for his or their station. In cases where members operate more than one station, the dues shall be 50 cents for the second, third, fourth and fifth stations, and 25 cents for all stations above five. Dues shall be paid semi-annually in advance. One dollar of the dues received from each member shall be paid to the treasurer of the Grain Dealers' National Association as annual dues of said affiliated member to that association."

The committee further recommended that the following words be added to Section 4 of Article IV: "And may be suspended by a majority vote of the directors at any meeting after six months in arrears of dues."

The report was adopted.

F. A. Voigt read a paper on the subject, "Relation of the Grain Dealer to the Miller."

After a short discussion of this topic an adjournment was taken until 2 p. m.

#### FRIDAY AFTERNOON.

After call to order by the president, Wm. Carson of Detroit read a paper on the subject, "Detroit Weights and Inspection."

The chair announced for discussion the question of merging with the other state associations.

Mr. Peabody moved that the president appoint a committee, of which the chair should be chairman, to confer with similar committees from the state hay and bean associations to discuss the question of merging all organizations into one association. The motion carried.

It was also suggested that Mr. Goemanu and Mr. Sheldon ascertain what the attitude of the National Association would be toward such a merger.

Mr. Orr moved that the chair appoint a legislative committee, one member of which should reside in Detroit, to take the initiative toward securing a law in Michigan similar to the Virginia reciprocal demurrage law. The motion prevailed.

The points of the proposed uniform bill of lading were discussed and Mr. Walker made a motion, which carried, that the secretary write to the secretary of the Grain Dealers' National Association, voicing the protest of the Michigan Grain Dealers' Association against the uniform bill of lading, and that the same be read at the meeting in Chicago on July 14, of the American Shippers' Association.

A motion by Mr. Patterson prevailed that the Michigan Association be governed by the trade rules of the Grain Dealers' National Association.

Mr. Orr read the report of the auditing committee. The committee found the accounts of the Association kept in a satisfactory manner and recommended to the members that they vote on the question of payment to directors for attending special meetings. "Your committee recommends that they serve without compensation, excepting for legitimate traveling expenses." The report was adopted.

On motion by Mr. Orr an adjournment was taken sine die.

#### NOTES OF THE MEETING.

The Pittsburg market was represented by R. D. Ellwood and the Baltimore market by Charles England.

The Detroit market was represented by F. T. Caughey, of Caughey & Carran, and Wm. Carson, of Carson, Craig & Co.

Every dealer was presented with a neat little notebook by C. E. Patterson, with the compliments of McLane, Swift & Co.

A. L. Johnstone, with the Milwaukee Elevator Co., Milwaukee, Wis., received his friends in headquarters, Room 113, Hotel Downey.

A. D. Baker, secretary of the Michigan Millers' Mutual Fire Insurance Co., entertained a party of the grain men by an automobile ride Thursday evening.

A special from Toledo brought Fred Mayer, of J. F. Zahm & Co.; H. L. Goemann, of Goemann Grain Co.; John M. Coup, with W. A. Rundell & Co.; Abner Guitau, with W. H. Morehouse & Co.

An enjoyable ride was taken by street car on Thursday evening, to the State Agricultural College, when dealers were met and shown over the grounds and farm by Prof. C. D. Smith. The ride was a complimentary one given by the business men of Lansing.

There were some machinery men present, including A. T. Ferrell, of A. T. Ferrell & Co., Saginaw, Mich.; W. J. Reynolds, with the Foos Manufacturing Co., Springfield, Ohio; W. A. Reynolds, with Allis-Chalmers Co., Milwaukee, Wis.; H. C. King, representing Columbus Machine Co., Columbus, Ohio.

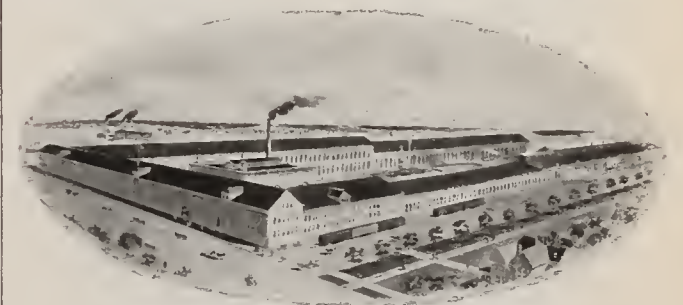
Dealers who attended: T. W. Swift, Battle Creek; M. H. Vaughan, Caro; Morris Kent, Kalamazoo; Isaac Grant, Reed City; F. A. Voigt, Grand Rapids; A. K. Zinn, Galesburg; D. Donaldson, Reese; F. H. Richardson, Fairgrove; M. A. Dennis, Williamstown; J. A. Heath, Lenox; A. McIntyre, Mount Clemens; F. B. Nims, Lansing; L. Fred Peabody, Grand Rapids; W. F. Prescott, Leslie; F. C. Baylus, Litchfield; S. M. Isbell, Jackson; John Hall, Clinton; C. W. Chriswell, Stockbridge; David Smith, Lake Odessa; George F. Diamond, Mayville; D. S. Woolman, Otter Lake; J. A. Higgins, Jenison; F. L. Young, Lansing; F. A. Bickle, E. L. Greeley and E. Harnden, Sanilac Center; W. E. Sheldon, Jackson; W. J. Orr, Bayport; F. S. Lockwood and James Lawler, Laingsburg; A. E. Law-

rence, Mullikeu; F. E. Nowlin, Albion; E. C. Forest, Saginaw; M. J. Baker, Laingsburg; C. E. Patterson, Battle Creek; Henry W. Carr, Saginaw; M. H. Bud, Millets; W. A. Bunton, Kalamazoo.

#### FOOS GAS ENGINE WORKS.

The stationary Foos Gas Engine, as manufactured by The Foos Gas Engine Company of Springfield, Ohio, is one of the leaders in a line of machinery of great importance to the elevator trade, and those who wish to keep informed should procure a copy of the new catalog being issued by the company and designated as No. 19.

These engines, from 2 to 80 horsepower, are furnished in the single-cylinder horizontal design and carry several features of special interest. One of the most original is the electric igniter which is of the wiping contact type, which, on account of its automatically cleaning the points and its thorough reliability, is highly commended, it having been used since the engine was first put on the market seventeen years ago. No torch or hot tube igniter is furnished, which with certain other details practically eliminates any fire risk. The valve system, too, contains several features distinctly different from other engines of this kind. The valves being of the poppet type, vertical in position and each positively driven by steel cams. The valves also are so placed as to enable either to be reground or removed without disturbing any other detail of the engine or even breaking a gasket. Further, the Foos Engines, instead of



FOOS GAS ENGINE WORKS, SPRINGFIELD, O.

being counterbalanced by weights in the flywheels, have these in the form of discs secured to the arms of the crank, thus bringing the counterbalancing weights in direct line with the piston, connecting rod, etc., which are the parts which must be balanced. The wheels are each, therefore, left in balance, which greatly assists in preventing vibration and promotes smooth running of the engine.

It is evident that this engine is one of the most easily handled and has its parts so arranged as to be more accessible than any other with which we are acquainted. Almost any important part of the engine can be inspected or removed without disturbing any other feature or disconnecting a pipe, etc., a fact which should be much appreciated by those experienced with engines which require practical dismantling before any other part can be given the attention it might need.

The factory in which these engines are built is, as illustrated, the largest devoted exclusively to the manufacture of gas and gasoline engines and is exceptionally well equipped, the processes of manufacturing resembling more closely those employed in machine tool works than the average gas engine factory. A great deal of the finishing is done on grinding machines, and the drilling being done to jigs, all parts are interchangeable, which is a vital consideration when repair is necessary. The working parts of the engine are generous in proportion, which makes the engine thoroughly substantial, and on account of the positive valve action and wiping contact igniter its reliability is evident.

The office files of every progressive elevator man should contain a copy of the Foos Catalog, which, with other descriptive matter and any other information desired, will be very gladly furnished by the company from their general offices at Springfield, Ohio, or from any of the general agencies, which are located in all the principal grain centers from Manitoba to Texas.



## GRAIN DEALERS' NATIONAL ASSOCIATION.

The eighth annual convention of the Grain Dealers' National Association was held at the Plankinton Hotel, Milwaukee, on June 22, 23 and 24. The first session began at 1:30 p. m. of June 22, with President Grimes in the chair.

The invocation was said by Rev. A. A. Kiehle of Milwaukee.

Mr. Brenner of Minnesota offered a motion for the appointment of a committee on credentials, but was ruled out of order until the regular order for the appointment of committees should be reached on the program as published, the chair holding that the convention was not open to general business until after the formal addresses of the program had been made.

Hon. David A. Rose, mayor of Milwaukee, was then introduced, who, in the absence of the governor, welcomed the Association to both the state of Wisconsin and to the city of Milwaukee, referring, of course, to the industries and to the peculiar characteristics of Milwaukee as a city—a German city, largely, and embodying in its business and social life the best features of the German char-



L. CORTELYOU, MUSCOTA, KAN.,  
First Vice-President.

acter—temperance, sociability, thrift, patriotism and a wholesome and generous civic life.

The response was by M. F. Dunlap of O'Fallon, Mo., an eloquent address, in which the acceptance of the proffered hospitality was coupled with an interesting and also witty account of the speaker's own early days spent in Wisconsin, and a plea for higher ideals of patriotism and civic life for the people of the nation at large.

Vice-President J. W. Snyder of Baltimore being called to the chair, President Grimes then read his annual address, as follows:

To assure you it affords me much pleasure to be with you all to-day and to preside over your meeting for the third time in the past two years, I might say, would be drawing it very mildly, for to preside over a body of the character of the Grain Dealers' National Association and to be its president is an honor one can well feel proud of, and I am no exception. In the past eight months (during my official capacity as president) the Association has made great strides towards betterment, and a wonderful amount of work has been accomplished by all the officers connected with the organization, which work is producing excellent results. This is the eighth annual meeting of the Grain Dealers' National Association, and I am very proud to say it is one of the largest meetings we have ever had.

Change of Meeting Time.—The change in the time of our annual meeting from October to June, after it had once been arranged by the directory, did not meet my approval by any means. It savored too much of a vacillating spirit on the part of the directors that did not speak well for them; as a consequence I bitterly opposed the change. I did all in my power to prevent it, and I believe if the opportunity had presented itself to me in time we would have had our usual October meeting, but I was not aware of the contemplated change until it was too late to bring arguments to bear which I am satisfied would have influenced the directors to let the date remain as it was; in fact, I have every indication of this from personal letters received.

However, as soon as the directors decided to hold the meeting in June I took off my coat and worked incessantly

to bring about a large and enthusiastic meeting at this time. I have visited three different association meetings, and in each case urged upon the members to attend our meeting, holding out every inducement possible that would be to their advantage to be with us, for I did not want anyone to think that after the time of holding our meeting had been decided, and then changed, and I was strongly opposed to the change, I would in any way show an antagonistic spirit.

And again, it was my duty as your president to use every means possible to bring to this convention as many members as I could, and no one is more pleased with the success of this meeting than your president.

Arbitration Committee.—It is well known that we have connected with the Grain Dealers' National Association quite a number of committees, and while it would please me very much to mention the work done by each and every one of them, as they have all done their work willingly, cheerfully and well, I will say the minor committees are such that there is no particular importance attached to them, as the secretary usually relieves them of the greater portion of their work. But the arbitration committee is one of the most, if not the most, important committee we have. This committee has demonstrated itself through its very efficient chairman, Mr. Jay A. King, to be thoroughly familiar with the objects for which it was formed. The importance of this committee can well be understood when you take into consideration it is the legal end of the Association, and could and does save its members hundreds of dollars that no doubt would be spent in a legal fight if the Association had



H. L. GOEMANN, TOLEDO, O.,  
Director at Large.

no committee of this kind, for the arbitration committee can take up little differences (or big differences, as the case may be), and if you will abide by its fair, unbiased and just decision, which is sure to be given, the case will be settled out of court, the parties involved will continue to be friends and a general satisfaction will be derived which can only be appreciated by those who have been unfortunate enough to need the services of such a committee.

The arbitration committee will make its report, in which it will give you a full account of what has been done during the year, therefore I will not dwell longer on same.

Advisory Committee.—Among the other important committees the advisory committee has been wonderfully active in the past eight months. Mr. George A. Wells, the efficient chairman of this committee, has left no stone unturned to make the committee work felt all along the line. I can safely say he has done more work than has ever been done before, and the results of his work, in connection with the other members of the committee, have been so effective that the Grain Dealers' National Association has surely derived great benefits therefrom. The advisory committee will also report later as to what it has done in the past year. I want to congratulate this committee most heartily.

Trade Rules Committee.—While the arbitration committee and the advisory committee have been mentioned particularly, I could not well close the committee work without referring to the most excellent manner in which the chairman of the trade rules committee, Mr. C. A. Burkes, has been looking after that committee. Mr. Burkes has devoted a great deal of time and study to the trade rules, and I must say he made a splendid report at the last meeting, one that was far superior to any made heretofore, with all due respect to the gentlemen who preceded him, and I am fully satisfied his report at this time will be a much better one than the report at Minneapolis.

Work of the Secretary.—The secretary of this Association has been unusually active since our last meeting; he has devoted considerable time to visiting the affiliated associations, which work, no doubt, will bring good results. Mr. Stibbens has been very active indeed in everything he has undertaken, and I must compliment him very highly for the manner in which he has carried out what he attempted to do. The results

of his past work, no doubt, will be fully shown in the future.

Our General Counsel.—Last January I appointed Hon. John B. Daish of Washington, D. C., general counsel for the Grain Dealers' National Association, after conferring with the directory as to the appointment. It was a stroke of policy that I believe has done more toward bringing the National Association into prominence than anything that has been done in the history of the Association.

It is a well-known fact that legislation of all kind is being looked after in Washington by representatives of different organizations. It is also a well-known fact that there is no organization in this country that requires the scrutinizing gaze of an expert to look into legislation that would be detrimental to the members of this organization. No doubt many of you are aware of the large amount of legislation that came before the members of Congress at the last session that would be detrimental in the extreme to every member of our organization. This was taken hold of by Mr. Daish and effectually knocked out. It is a noted fact, and one perhaps that is unfamiliar to the majority of you, that bills slip through the Legislature time and again, which, if the proper effort was made, and a very small effort, too, could be annihilated. Where there is no one to take the initiative and the members of Congress look upon it as not being objectionable, it goes through, frequently to be a menace to the trade of this country until it becomes so objectionable that it is repealed. By having our general counsel at Washington we were able to prevent not only one but half a dozen bills from being passed this session that we would have regretted to have become laws.

As Mr. Daish will have his report before you, I am



GEO. A. STIBBENS, CHICAGO,  
Secretary-Treasurer.

merely outlining what has been done. I want to say, however, that to-day in the halls of Congress the Grain Dealers' National Association is more favorably known than any other national association, or any other association, I might say, in this country. This may seem to you a strange assertion for me to make, but I assure you I am familiar with what I am asserting. My personal experience in Washington in the House of Representatives and Senate justifies me in making that claim.

National Board of Trade.—Last January your president and vice-president, Mr. John W. Snyder of Baltimore, were delegated to attend the National Board of Trade meeting as representatives of the Grain Dealers' National Association. It would be egotistical for me, perhaps, to go into full details as to what was done there, but I cannot help making the statement that the Grain Dealers' National Association was "in it" from the start to the finish. I will leave the balance for my colleague, Mr. Snyder, to lay before you.

In conclusion I desire to thank each and every member of the different committees and the directors for the very courteous manner in which they have treated the president of this Association in all his communications to them in the past. I assure you the very kindest feeling from their president is extended to them, and that the success of the Grain Dealers' National Association will be paramount in the future, as it has been in the past, so far as your president is concerned.

I cannot close my remarks without commending you upon the manner in which this beautiful city, through her energetic citizens, has planned to entertain this convention. We have been entertained by several cities, and entertained elaborately, but I must say the arrangements that have been made here are equal to, and I will say, far surpass any that have heretofore been made for us. I assure you it was very pleasing for me to be able to send out to the numerous members of our organization the assurance that Milwaukee would entertain this convention as it has never been entertained before, and I believe my words uttered then (more upon the knowledge I had of what Milwaukee had done heretofore, and what it would do at this time) will be carried out to the letter.

The address being on motion adopted, and the order of business being the appointment of committees, Mr. Brenner of Minnesota was recognized and moved the appointment of a committee on



credentials, composed of one delegate from each affiliated association, to be selected by the state delegations, and one delegate-at-large to be appointed by the chair from the regular membership, and that said committee be requested to report not later than 7:30 p. m. Carried.

The committee was named as follows: Ohio, J. W. McCord; Indiana, C. B. Riley; Illinois, George Beyer; Iowa, H. C. Mueller; Union of Iowa-Missouri, G. H. Currier; Kansas, E. J. Smiley; South Minnesota and South Dakota, E. A. Brown; Michigan, T. W. Swift; Wisconsin, G. J. Spoerri; Buffalo, T. J. Stofer; at large, Chas. England, chairman.

On motion of Mr. King of Iowa, a nominating committee was ordered named in the same manner, as follows: Ohio, H. L. Goemann; Indiana, J. M. Bradford; Illinois, H. N. Knight; Iowa, M. McFarlin; Union of Iowa-Missouri, M. F. Dunlap; Kansas, W. S. Washer; Southern Minnesota-South Dakota, W. H. Chambers; Michigan, W. E. Sheldon; Wisconsin, Joseph Templeton; Buffalo, S. W. Yantis; New England, Geo. F. Reed; at large, J. W. Snyder, chairman. To these, on motion of Mr.

honesty and business integrity of every grain man has, in the past few years, been raised to a higher standard; consequently, dishonest people are fast being branded and stand but little chance of being recognized in the future.

Interstate Commerce.—At our last annual meeting a resolution was adopted relative to legislation to render the decisions of the Interstate Commerce Commission more effective, a copy of which was mailed to our members with a letter requesting them to interview the members of Congress from their respective districts and the senators from their several states, or to write personal letters to them prior to their departure for Washington, urging them to give their active support to the needed legislation. A personal letter with copy of the resolution was mailed by the secretary to each member of both houses of Congress, urging them to support a bill that would bring the needed relief. Favorable legislation along this line was not secured at the last session, but great progress has been made in building up a sentiment in favor of it, therefore if the members of this and other associations will give their united support to House Bill 6275 and Senate Bill 2439 in the next session of Congress, these bills will pass both houses.

Arbitration.—The arbitration committee of this organization certainly have established many precedents that will be of great value to the trade in the future. During the past eight months the committee has passed upon eight cases, judgments of which in the aggregate amount to \$1,376.25. These opinions should receive careful consideration by our members, as they will acquaint you with the customs of the trade and put you in position to avoid future differences. The duties of this committee are very arduous and few realize the great responsibility these three gentlemen have assumed for your benefit; therefore every member is under great obligation to the com-

not to be expected that any railroad would change its sealing system on a mere resolution or suggestion from any association without a most thorough investigation. However, only two roads receiving our resolution have really refused to consider any change, to wit: The Pennsylvania and St. Paul railroads; but I am still in correspondence with them and have hopes that they will reconsider their decisions. Two other roads have agreed to act and one promised to install the consecutive system in its Chicago inspection yard and would take the installation of the whole line under consideration. Another road is experimenting with a combination lock and seal and will make its decision in the near future. Others have our resolutions in hand and have asked for further information, consequently I cannot give you their attitude in this report. I am confident experiments that are being made along these lines will result in some surprising changes in the sealing systems during the coming year, as this matter seems never to have received serious consideration before.

Liability of Railroads on Grain Delayed in Transit.—The board of directors of this organization, at a meeting held in Chicago, December 1 and 2, instructed the secretary to secure copies of as many claims as possible relative to delayed shipments, which was done and the claims submitted to a competent attorney for the purpose of securing an opinion that would give our members information as to the responsibility of the common carriers. This opinion has a place on the program to be read and discussed later.

Meeting of the Advisory Committee.—This committee has been very active during the past eight



S. S. TANNER, MINIER, ILL.,  
Director for Illinois.

Riley of Indiana, the chair was directed to add two members-at-large to represent the regular membership. The chair appointed Fred Mayer of Toledo and D. P. Byrne of St. Louis.

The chair then appointed the following committees:

On Resolutions—I. P. Rumsey, Chicago; D. Hunter of Iowa; D. Lederer of Baltimore.

Auditing—Wm. Timberlake of Chicago, M. F. Chrisman and S. S. Tanner.

The secretary-treasurer's report was then read by Mr. Stibbens, as follows:

I desire to present to the members of this Association my third annual report and trust it will meet with your hearty approval. I infer this large assembly of representative grain men is here for a purpose, and that that purpose is to learn what the progress of the organization has been since our last annual meeting in October; also to listen and take part in the general discussion that will take place upon this occasion.

Too little attention is given by members to the workings of any organization, or more would be accomplished. If the members would study conditions well, they would place themselves in position to offer many suggestions that would be very useful and helpful to the Association. Oftentimes you are called upon to lend your assistance in bringing pressure to bear upon certain matters; but few of you respond to the calls made upon you from the Association, when it is desired to remedy certain evils. There are matters of grave importance confronting the grain trade that must be judiciously handled and supported by the entire federation of associations, if we may expect to correct the many existing abuses. If every man in the grain business realized the stupendous sum of money invested in the aggregate, he would fully appreciate the great importance of the business he represents.

It is almost useless for me to call your attention to the conditions of the grain business ten years ago, as you are all familiar with them, but compare them, if you will, with the methods of to-day, and tell me candidly if great improvement has not been brought about by an organized grain trade? The



JAY A. KING, NEVADA, IA.,  
Director for Iowa.

mittee for the very faithful performance of its duties. The chairman will make his report later.

State Grain Inspection.—The only solution of this very important matter is for the associations in the states where it is in vogue to inaugurate a campaign of education and bring pressure to bear upon their respective legislatures for the enactment of a civil service law.

Public Supervision of Weights.—Since our last annual meeting public supervision of weights has been inaugurated at New Orleans and Memphis, and I am advised the new systems at these two terminals show marked improvement over the old. Other markets are being looked after and the public are demanding that up-to-date methods of weighing shall take the place of the old-fashioned loose systems.

Sealing Systems.—As per resolutions passed at our last annual meeting in Minneapolis, last October, the matter of sealing systems has been taken up with the various railroads with a view of prevailing upon them to install a system of consecutively numbered seals in substitution for duplicate seals. Correspondence has brought out the fact that many roads have recognized enough virtue in a system of consecutively numbered seals to equip their lines with it, while on the part of others there is a great diversity of opinion as to its value and whether or not it would afford any better protection. Whether this opinion is based on opinion alone or persistent economy should be demonstrated by roads that have used it. The principal argument advanced by the railroads against such a change is that car pilferers would be no respecters of whatever kind of a system was used, providing the attraction behind the door was strong enough to prompt a theft. While this is true, it is also true that if a seal be broken, it is of vital importance that a record be made of that fact. The use of consecutively numbered seals would compel careless railroad employes to record each and every resealing, as an omission of this duty would show a break in the records and would, therefore, be apparent in every case. This cannot be said of the duplicate system, for such a system permits resealing without recording and omissions without danger of detection.

One must realize that to change the sealing system of any large railroad would require an immense amount of labor, time and expense; therefore, it is



H. S. GRIMES, PORTSMOUTH, O.,  
Director for Ohio.

mouths, holding meetings in St. Louis, Memphis, Cairo and Peoria. The results of the meetings in St. Louis and Memphis have been very satisfactory to the committee, and I believe will meet with the general approbation of our members. A detailed report of the work of this committee will be made by the chairman; and I believe you will decide that great credit is due the advisory committee for the very effective work it has done.

Grain Car Equipment Committee.—Few of you can realize the great importance of the work of this committee. When you take into consideration the committee has undertaken to convince the railroads of this country that there should be an improvement in their grain car equipment, you will begin to comprehend the proposition is a huge one. The committee has been able to interest the railroads, which, we believe, will result in a decided improvement in grain cars and will tend to help solve the shortage question. It is unnecessary for me to dwell on this subject, as the chairman's report will be made later, and I am positive it will meet with the hearty approval of this convention.

Committee on Grain Improvement.—This is a new committee, appointed at Minneapolis last October, for the purpose of informing themselves in regard to the improvements going on in the culture of grain. I feel very confident that when the chairman of this committee makes his report you will decide the committee has given the matter very thorough thought; and if their suggestions are acted upon, it will materially increase the production of the various cereals, and it is hoped that this convention will profit by the good advice of this committee.

Constitution and By-Laws.—At a meeting of the board of directors, held in Chicago December 1 and 2, the president appointed a committee to revise the constitution and by-laws, the revision to be submitted to the directors for their approval, which was done during the month of March; it met the approval of the directors, therefore the amended constitution and by-laws have been in effect since that time as provided by the old constitution, and all affiliated associations were notified, according to our rules. The present constitution and by-laws which will be reported by the chairman of the committee must be adopted by this convention or rejected.

Police Protection of Terminal Railroad Yards.—The



work that has been done by the advisory committee and the strenuous efforts of the various weighing departments in bringing this question before the interested railroads have been the means of materially decreasing the amount of stealing done. Petty thieving to some extent still exists in terminal markets, but on account of the many arrests and convictions during the past year, the shippers' grain to-day is safer than ever before when standing on terminal side tracks.

Adoption of National Trade Rules by Various Exchanges.—At the last annual meeting a motion was made and carried instructing the secretary to correspond with the boards of trade and exchanges of the country, with a view of having them adopt the trade rules of the Grain Dealers' National Association; but the idea was not concurred in by the various exchanges for the reason that most markets do a speculative business in addition to handling cash grain, and the trade rules of this organization were not considered sufficient to cover both branches of the business. These rules have been highly commended by all the prominent markets and most of the state associations have adopted them.

Membership.—The Buffalo Grain Dealers' Association and the New England Grain Dealers' Association have recently affiliated with this organization, which only leaves one state organization outside of the National. The state associations affiliated are as follows:

	Members.
Ohio .....	292
Indiana .....	281
Illinois .....	621
Iowa Grain Dealers' Association.....	413
Grain Dealers' Union, Southwest Iowa and Northwest Missouri .....	160
Kansas .....	255
Texas .....	136



THOS. TORRISON, MANITOWOC, WIS.  
Director for Wisconsin.

South Minnesota and South Dakota.....	236
Oklahoma and Indian Territories.....	150
Michigan .....	51
Wisconsin .....	60
North Dakota .....	30
Buffalo Grain Dealers' Association.....	23
New England Grain Dealers' Association.....	148

Total affiliated members.....2,856  
The regular membership, including brokers and receivers in the different markets, is..... 308

Making a total individual membership of.....3,164

New regular members during the year.....	60
Transferred from state associations.....	3

Total ..... 63  
Withdrawals .....9  
Suspensions .....1

Net Gain .....	53
Number affiliated members last report.....	2,285
Number regular members last report.....	255

Total net gain for year..... 624

Finances.—We have less money on hand than was reported at the last annual meeting for the reason that dues are collected semi-annually in advance, January and July 1; therefore, you will realize we could not have much cash on hand so near to July 1, but plenty to meet all expenses if all delinquents were paid up.

In conclusion, will say the increase in membership in the past eight months compares very favorably with that of other years, although the field gradually grows smaller and is more difficult to reach. Association sentiment is growing in the East and South, and the prospects are brighter than ever before of interesting the Southeastern trade.

On account of the active work done by the various committees it has not been necessary for me to make a lengthy report; and the past year has demonstrated

that it is very necessary for each committee to do its work well, because of the large field we cover.

The National Association is one of the largest commercial bodies in existence to-day, and will in the future wield a mighty influence in bringing about reforms. In the future every applicant for membership in the National Association should be subjected to careful investigation, in order that no firm be admitted unless it is responsible and stands for good business principles. By following a policy of this kind it will be possible to build up a membership that represents honesty, business integrity and a positive warning to the business world that this organization stands for honest methods.

Secretary's Financial Statement from October 1, 1903, to June 20, 1904:

RECEIPTS.	
Balance on hand October 1, 1903.....	\$ 927.29
Dues collected .....	2,778.98
Membership fees collected .....	600.00
Profit on Blue Book.....	519.32
Rebate on mileage .....	57.86
Refund of deposit to Western Passenger Association .....	17.00
Arbitration account .....	80.00

Total .....\$4,960.45

DISBURSEMENTS.	
Postage .....	\$ 329.72
Office supplies .....	28.48
Salary account .....	501.27
Telegrams .....	17.75
Rent .....	311.50
Printing and stationery .....	247.52
Secretary's traveling expense .....	429.72
Visitors' entertainment .....	36.90
Office furniture .....	30.00
Secretary's salary .....	2,150.00



W. E. SHELDON, JACKSON, MICH.,  
Director for Michigan.

Express charges .....	78.95
National Board of Trade expense.....	183.70
Secretary's bond .....	10.00
Convention expenses .....	63.85
Railroad fares and expenses of committees..	212.03
Office expense .....	51.51
President's expense .....	130.05
Donation to Bacon committee on interstate commerce .....	25.00

Total expended .....\$4,837.95  
Cash on hand June 20..... 122.50

Total .....\$4,960.45

The financial statement was referred to the auditing committee.

On motion adjourned to 7:30 p. m.

#### EVENING SESSION.

The evening session was opened by an address by G. D. Goff of Milwaukee, on "Commercial Integrity," which, owing to the length of these proceedings, we have deferred printing until a later number.

Mr. Rumsey: Mr. President, it is a great satisfaction and delight to me to have the privilege of moving a vote of thanks for that paper, which is one of the finest I have ever listened to—the true principles of an American and of a true citizen; and I move you, Mr. President, that we make it a rising vote.

The motion was unanimously carried.

President Grimes began his labors as chairman with a screwdriver for a gavel; but some thoughtful friend during the interval between sessions had procured a "sizable" mallet, which he left on the

chairman's desk during his absence with the following:

"Please accept this mallet for use of this and succeeding conventions. It is made of wood from the first tree M. F. Dunlap chopped down when his father and mother set up their sawmill on Cedar River. [Mr. Dunlap had wittily told the convention that he was then three years old.] It is heavy enough to knock down motions or resolutions. If it is necessary to turn the screws on the convention, I am willing to lend my screwdriver again. This mallet is guaranteed not to hurt presiding officers if used with good judgment. It is gentle."

The report of the advisory committee was then read by Secretary Wells in sections as follows:

It might be well to explain that the advisory committee is composed of the secretaries of all the affiliated Grain Dealers' Associations, thus representing the states of Ohio, Indiana, Illinois, Michigan, Wisconsin, South Minnesota and South Dakota, North Dakota, Iowa, Kansas, Oklahoma and Indian Territory and Texas, Nebraska being the only state grain dealers' association not included in the affiliation, a fact that we regret, because we need the co-operation and influence of the Nebraska Grain Dealers' Association in this work.

#### OBJECT AND PURPOSE OF THE ADVISORY COMMITTEE.

The object and purpose of the advisory committee is to investigate methods and general conditions in terminal markets and if necessary to exercise the combined influence and prestige of the affiliated associations to the end that bad methods be improved and abuses corrected, also to turn on the "lime light," if



A. E. REYNOLDS, CRAWFORDSVILLE, IND.,  
Director for Indiana.

so to speak, by giving the grain trade in general information of actual conditions as they exist, with the idea in view that publicity will exterminate bad methods and abuses to a greater or less extent.

We realize that we have only made a small beginning in this work, but enough has been done to demonstrate that publicity and the influence of concerted action, if judiciously exercised, may be decidedly effective for good.

Finding that it would be impossible for your chairman to take up the work in all the terminal markets of the country, we have thus far confined our efforts to the territory west of the Illinois and Indiana state line, which includes most of the surplus grain-producing states and within which are located the terminal markets of Duluth, Minneapolis, Chicago, Peoria, Cairo, St. Louis, Memphis, New Orleans, Galveston, Fort Worth, Kansas City, St. Joseph and Omaha.

It is the plan of this committee that members of the different state associations report to their respective secretaries whenever they find anything that is irregular in their transactions in terminal markets and thus furnish the advisory committee with practical experience as a basis to work on.

Your chairman and members of this committee have visited some of the markets named at different times, going through elevators from top to bottom and making general investigation as to weighing facilities, etc., also through different railroads yards, and we find that there are certain bad methods and abuses common in all terminal markets, and in this report we shall deal with these questions in a general rather than individual sense.

#### I.—BOARDS OF TRADE AND COMMERCIAL EXCHANGES.

All the markets named have organized boards of trade or commercial exchanges of greater or less pretension and assume more or less control of methods and conditions, and these organizations invariably reflect the character of their officers and members.

We mean by this that some boards of trade or exchanges uphold certain standards of principle, integrity and discipline, adopt good rules and enforce them,



while other boards of trade or exchanges show a lack of consideration for good principles, exercise a weak discipline and adopt rules merely to allow them to go by default. We insist that when a Board of Trade adopts a rule, that rule should be enforced, amended or repealed and not allowed to remain in force and go by default. Well organized boards of trade or exchanges and good government at their hands is a positive necessity at all terminal markets where grain is received on consignment and sold by sample to be unloaded at any one of several elevators or industries without the definite knowledge or instruction of the shipper.

Your committee, however, does not favor supervision of weights and inspection at small receiving points, where there is no consignment business and no sample trading and where the grain received is bought on track and always unloaded at the elevator operated by the buyer.

Such markets, having Board of Trade organizations, usually the result of ambitious local pride rather than necessity, do not have a sufficient diversity of interests to build up the necessary discipline to insure an honest and judicious exercise of its functions, and instead of being a benefit to the trade may become a cloak of rottenness, bad methods and abuses, and it is preferable that such buyers and such markets stand strictly on their own individual merits as to integrity and honesty regarding their business conduct. In this case the shipper knows to whom he sells and who is weighing and inspecting his grain and if the treatment he receives is unfair he may discontinue the business relations. While in the case of the larger market the shipper does not name the buyer nor the weigher and it would not be practical for him to do so.

Board of Trade supervision of weights should mean absolute and impartial control, otherwise the term Board of Trade supervision is a misnomer. The em-

and discipline established, and in this connection we offer the following resolution, to-wit:

Resolved, That the Grain Dealers' National Association, now in convention assembled in Milwaukee, this 22d day of June, 1904, do hereby express their appreciation of the disposition of the Boards of Trade and Exchanges of Kansas City, St. Louis, New Orleans and Memphis to improve the terminal conditions of those markets by establishing Board of Trade and Exchange supervision of weights, and whereas, the Board of Trade of Peoria is considering the question of supervision of weights, but so far as we know has not decided the question, therefore

Resolved, That we respectfully urge them to adopt and carry into effect a thorough Board of Trade supervision of weights in that market, that being the most, and, in fact, the only method of supervision fully satisfactory to their patrons.

#### II.—SHORTAGES.

Your committee have been prompted in making investigations of terminal conditions by the reports of shortages as between weights at shipping point and destination, and we have attempted to study the general causes for such shortages and if possible find a remedy therefor.

The causes for shortage in weights that we have discovered may be enumerated as follows, to wit:

1. Defective scales at loading point.
2. Stealing from car before being sealed at loading point.
3. Leakage because of bad coopering of doors and windows.
4. Leakage because of decrepit condition of cars.
5. Stealage in transit and in railroad yards.
6. Stealage at transfer elevators.
7. Negligence when unloading in sweeping cars and cleaning up about the pits.
8. Suction blasts attached to legs or heads in terminal elevators.

9. Dockage.
10. Wilful stealage by the terminal weigher employed by the elevator company.
11. Bad order of scales at destination.
12. Evaporation in transit in case of damp and heating grain.

We believe that the best foundation for a remedy of the causes for shortage is the establishment in the larger terminal markets of board of trade supervision of weights, with a competent weighing department, composed of a weighing committee, chief weighmaster and assistants in charge surrounded by all the disciplinary influences possible, as may be provided by co-operation of Board of Trade and Grain Dealers' Associations.

This supervision should extend so far as to absolutely control the installation and inspection of all scales, prohibit the use of all suction blasts, or any cleaning machinery that may give a possible opportunity to interfere with elevating all the grain in the car, to the scales, or, in other words, no possible chance should be allowed to interfere with elevating all grain from car to scale in the construction of the elevators and spouts.

If the volume of business at an elevator is large and the deputy weigher at the scales does not have time to examine cars and see that they are properly swept, then two men should be provided by the weighing department, one above and one below, one of which to read the weights on the scales and see that the grain on each car is all elevated on the scales and see that the grain in each car is all elevated and that the weighing facilities are in proper condition generally, while the second deputy should make a careful record of condition of cars and the car seals when they arrive, making detailed report of any leaks and see that cars are properly swept, and that the grain is cleaned up about the pits between the unloading of each car.

With such an official systematic record of weights, conditions of cars and car seals at terminal markets, it only remains to show positive weights at shipping points to establish the liability of the railroad companies for loss in transit because of stealage or leakage.

There can be no question as to the liability of the railroad companies to shippers for loss of grain by leakage and stealage while in their possession, and shippers should insist that railroad companies pay them for such loss. In this connection we would also emphasize the necessity of having accurate shipping scales at loading points, and we would offer the following resolution, to wit:

Whereas, It is essential to have accurate weights at shipping points and that because of the inconvenience and expense for individual dealers to have scales regularly inspected, therefore

Resolved, That the Grain Dealers' National Association, now in convention assembled at Milwaukee, this 22d day of June, 1904, do hereby suggest to the different affiliated Grain Dealers' Associations that they consider the idea of employing a scale expert on the co-operative plan to systematically inspect the scales of country grain shippers.

#### III.—ELEVATOR SERVICE.

The modern, up-to-date, terminal elevator may be compared to the safety deposit vaults of a bank. Its construction and facilities are so complete that there is scarcely a chance of loss for the shipper in the matter of unloading and weighing, where the weighing is properly supervised to insure an honest reading of the scales.

Carload dockage has in days gone by been a source of considerable profit to terminal elevator operators, and it is said that it was not unusual for elevator operators to take from 500 to 800 pounds to each car, and cars were smaller in those days than now. Carload dockage is still a mooted question, and is fixed in different markets by custom, board of trade or state regulation per car as follows, to wit:

	Lbs.
Duluth .....	30
Chicago .....	40
Memphis .....	100

Omaha .....	..
Minneapolis .....	30
Kansas City .....	100
Cairo .....	..
Milwaukee .....	..
Peoria .....	50
St. Joseph .....	100
New Orleans .....	2 lbs. per 1,000

We are not definitely informed regarding carload dockage at Fort Worth and Galveston. Until recently the dockage at St. Louis and East St. Louis was three pounds per thousand pounds, when the state commissioners of Illinois and Missouri made a rule that carload dockage at public elevators should be 50 pounds for cars of 40,000 pounds or less, and 100 pounds for cars of over 40,000 pounds, their rule applying, of course, only to public elevators.

The weighing committee of the Merchants' Exchange of St. Louis have ordered that, effective on June 15, weight certificates shall show only the actual weight of grain unloaded from cars at elevators, mills and warehouses, this order being subject to the approval of the board of directors. We are not as yet informed as to the action of the board.

It is customary in most markets for the weigher to deduct the carload dockage from the actual weight in making up his weight certificate.

Your committee would recommend that action be taken by this Association to the end that board of trade or state weighmaster's certificates shall show the actual weight, as is now being done at Milwaukee, Memphis, Cairo and Omaha, and is contemplated at St. Louis, and we offer the following resolution, to wit:

Resolved, That carload dockage is unjust and not based upon any good business proposition, that we are gratified to know such practice has been abandoned in some markets and the amount of dockage reduced in others, and that we urge that it be discontinued in any market where it is yet practiced.

#### IV.—RAILROAD SERVICE.

Your committee feel that it is proper to mention in this report some of the unfavorable methods and con-



W. S. WASHER, ATCHISON, KAN.,  
Director for Kansas.



M. F. SWANSON, MICHIGAN CITY, N. D.,  
Director for North Dakota.



A. F. BRENNER, MINNEAPOLIS,  
\* Director for South Minnesota and South Dakota.

ployes of the department should be absolutely in the employ of the department and receive all compensation therefrom.

The success and accuracy of the work of Board of Trade supervision is dependent entirely upon the quality and discipline of the organization.

The principal markets west of the Illinois and Indiana state line are now supervised as follows, to-wit:

	Weights.	Inspection.
Duluth .....	State	State
Minneapolis .....	State	State
Milwaukee .....	Cham. of Com.	Cham. of Com.
Chicago .....	Board of Trade	State
St. Louis .....	Merchant's Ex.	State
East St. Louis .....	M. Ex. & State	State
Kansas City .....	Board of Trade	State
New Orleans .....	Board of Trade	Board of Trade
Memphis .....	Board of Trade	Board of Trade
Peoria .....	Board of Trade	Board of Trade
Cairo .....	Board of Trade	Board of Trade
Galveston .....	Board of Trade	Board of Trade
Ft. Worth .....	Board of Trade	Board of Trade
St. Joseph .....	Board of Trade	Board of Trade
Omaha .....	Board of Trade	Board of Trade

Your committee is quite well informed as to the comparative merits of the supervision of weights of the different markets named, but we conclude that it would not be the best policy for us to make individual criticism at this time, but rather to use every influence possible to secure improvement in those markets that are lacking in system and discipline. We might say, however, that we are not favorable to that so-called Board of Trade supervision that merely consists in having a bonded weigher who is the regular employe of the elevator.

Board of Trade supervision of weights is of comparatively recent adoption in St. Louis, East St. Louis, Kansas City, New Orleans and Memphis, brought about largely by the influence of Grain Dealers' National and affiliated associations. The officers of the boards of trade, exchanges and weighing departments of the markets named should be commended for the improvements made and the systems



ditions that exist for which the railroad companies are responsible and that result in loss to shippers of grain.

Published freight tariffs as provided by laws are not as public as they may seem to be or as we understand the law contemplated. They are made up in different forms, each railroad company having a form of its own, and all of the forms used are more or less ambiguous, so much so that local station agents often have no conception whatever of them and are unable to give shippers any particular knowledge, and we have known of instances where division freight agents were unable to properly construe them.

Instructions are given by railroad companies to agents to destroy expired tariffs, which makes it very inconvenient for shippers who desire to be informed regarding expired rates for the purpose of checking up freight receipts.

In our opinion, the loose system of dissemination of these tariffs gives an opportunity for discrimination; we are advised that railroad companies have been known to publish tariffs giving reduced rates, disseminating them particularly to favored large shippers, and carelessly to the small shippers if placed within their reach at all, keeping same in force a short time only, to give the favored shipper a chance to make up billing on the reduced rates.

Natural shrinkage is the defense made by certain railroad companies when presented with claims for loss of grain by leakage in transit. Certain companies insist that natural shrinkage of grain in transit amounts to one per cent., or an equivalent of six hundred pounds on a sixty thousand pound car, and have undertaken to deduct such percentage of shrinkage in making settlement of such loss with shippers.

Terminal railroads operated as separate corporations, the stock of which is usually owned by trunk lines, show a disposition to be extremely indifferent to

ing several cars of different grades consigned by several different shippers at one averaged price. We do not believe that values can be properly established and adjusted as between the different shippers in such transactions.

We also note that terminal dealers do not always return to shippers all vouchers and papers to which they are entitled, such as certificates of weight and inspection, railroad receipts for freight, demurrage, re-shipment charges, switching, etc., and we insist that shippers are entitled to all such vouchers, and that terminal dealers have no right to indulge in such negligence.

We also note that receivers are in the habit of selling consignments to go to local points outside of the terminal market to which the grain was consigned, and accepting such destination weights without the consent of the shipper. We insist that receivers have no right to forward shipments to local destination points, making settlement on destination weights, without having a definite understanding with the shipper.

Notwithstanding the fact that in nearly every terminal market there is a rule requiring that rejections shall be made within a certain limited time, commission merchants are making special terms to such an extent that the rule has no force, and, in consequence, the shipper often suffers. For instance, wheat is sold delivered under such special terms, terminal railroads are congested and do not make delivery for a number of days, the market declines and the buyer rejects, often on a technicality, in order to get from under the market, when the grain must be resold and perhaps another switching charge added.

We also note that commission merchants sometimes use terms that are confusing and misleading, as to whether the transaction is to be a consignment or a track sale. For example, a commission merchant wires

ble for the committee as a whole to properly cover all of the territory; therefore.

Resolved, That the board of directors are hereby authorized to make such sub-divisions of that committee as may seem to them to be advisable, and to assign each sub-division so created such part of the work as in their opinion can be so done to better advantage and more thoroughly.

The first, third, fourth and sixth sections were adopted as read, including the resolutions, without debate. In the debate on the second section (shortages), Mr. Chambers of Minneapolis asked if this Association intended to hire a scale expert for each state having an affiliated association.

Mr. Wells said Iowa employs its own scale expert.

Mr. Pitt thought it the duty of chief weighers to have scales regularly inspected where weighing bureaus exist, and that, he thought, would be sufficient.

Mr. Chambers: I think too little attention is paid to the accuracy of the shipping weights. Our experience (Peavey companies) has demonstrated that fact clearly. We are in position to test the accuracy of our shipping scales. I might say we operate quite a number of houses and are able to test our scales to the best possible extent; still, even we find our scales continually getting out.



J. C. ROBB, KINGFISHER, OKLA.,  
Director for Oklahoma and Indian Territory.

the rights of shippers, and in every large market particularly, their facilities are entirely inadequate, which results in serious loss to shippers in times of congestion, because of the delays in making delivery, and such terminal railroads are almost absolutely indifferent about providing police protection and the proper care of property in their yards.

Your committee consider that the terminal railroad question is one of the most difficult and important problems that concerns the grain trade in connection with terminal markets.

Reconsignment and switching charges in terminal markets make up an expense that often proves a serious disappointment to the shipper when he receives the returns on his consignments, and it would seem that a proper organization of terminal railroad facilities might partially eliminate such charges.

The responsibility of a railroad company in accepting a shipment of grain must certainly begin and end somewhere. Does it begin as soon as the shipper has loaded the car or when he has received a bill of lading for it? Does it end when the grain is unloaded at destination, or when car is placed at unloading point. Your committee are not informed on this point and we would recommend that a brief of laws and court decisions be prepared.

Resolved, That in the interest of shippers and receivers of grain the best efforts possible should be made by this Association to correct the practices referred to in the division of the report of the advisory committee on railroads, and that it should be made the duty of the committee on transportation to act along the line of affecting such reforms.

#### V.—TERMINAL DEALERS.

Your committee have noted that it is a practice among commission merchants, to some extent, in nearly all terminal markets to buy in grain consigned to themselves on their own account. We do not believe that such transactions are in accordance with the spirit and letter of the rules of their board of trade or exchange. Neither do we believe that values can thus be justly established.

We also note the practice of bunching cars, or sell-



D. HUNTER, HAMBURG, IA.,  
Director for Grain Dealers' Union.

shipper. "Can sell car three corn at 48c net your track;" in letter of confirmation the commission merchant writes the shipper, "We book purchase car three corn at 48c net your track." We insist that commission merchants should use terms that are clear and leave no doubt as to whether the transaction is a consignment or a track sale.

Resolved, That it is not good business ethics for a grain commission merchant to buy in for his own account any grain that has been consigned to him to be sold for account of the shipper.

That the practice of bunching cars of grain received from different consignors and selling them in one lot at one price is to the disadvantage of the shipper and should not in any case be so done.

That shippers of grain are entitled to a voucher for each amount deducted from the proceeds of grain, for any expense, not a fixed charge, and we recommend that such voucher be furnished in every transaction.

That no commission merchant has any right to forward grain outside of the terminal market to which it was consigned, and make settlement with the shipper on the weight at such outside market, without a definite understanding with the shipper in that regard, and we insist that such practice be discontinued.

That in every case the rule limiting the time for the rejection of grain should be strictly observed and adhered to.

That for the purpose of avoiding confusion and misunderstandings all offers to buy or sell grain should be stated in terms which will not admit of varied construction, and where not clearly stated the person so making the equivocal proposition should not be allowed the benefit of the doubt.

#### VI.—REORGANIZATION OF ADVISORY COMMITTEE.

As already stated, your committee have not given any attention to markets located east of the Indiana and Illinois state line, because the field is too large for one committee to cover as a whole, and we offer the following resolution, to-wit:

Whereas, The field of work to be covered by the advisory committee is of such large extent, and includes so many markets that it is practically impossi-



T. J. STOFER, BUFFALO,  
Director for Buffalo.

In making our claims to the railroads, if there is a statement of the accuracy of the scales from the shipper, it would greatly aid those who do make some effort to have the accuracy of their scales perfect; and a resolution suggesting that it be taken up by the affiliated associations would only add to the effectiveness of those who have claims against the railroads when such things are presented.

Mr. Wells: I might say I convinced our [Iowa] members, in regard to testing scales, to ascertain, in a general way, how much attention they had been giving to their scales; and I was surprised to find how little had been paid.

Mr. Ross of Indiana: I heartily endorse the resolution. I am a track buyer, and we are at a loss many times to know where to lay the blame. We have overages and shortages in cars of the same shipment, and, when we come to sift the matter, the man has scales in his elevator that in some way got out of fix; and when we talk with him about getting them fixed or having experts see them, he does not appear to know where to get one. Sending to the factory for an expert is expensive.

The report and resolution were adopted.

The fifth section, "Terminal Dealers, created a very lively debate. Naturally, as such practices are confessedly confined to very few markets and to a few dealers, there was objection. Mr. England of Baltimore approved the resolution and wanted copies of it sent to all terminal markets; but Mr. Delany of Chicago protested that the



resolution was unfair to that market at least, where such practices are punished by the delinquent's expulsion from the Board of Trade. It was also unfair to markets that aim to protect the interests of shippers by formulating a series of ironclad rules.

Mr. Chambers thought the resolution general and not particular in its references, and he would not consider it a reflection on any particular market.

Mr. Gerstenberg thought brokers as well as commission men should be named.

Mr. Paddock of Toledo wanted the markets where such practices are permitted named specifically and have the resolution aimed at them only; and he moved such an amendment.

This Mr. Rumsey of Chicago seconded, considering the resolution, as a general one, unjust. He said that at Chicago the shipper can always get redress; if his receiver does not treat him right, there are others; besides, the Chicago market has covered all these points as thoroughly as they need be.

Mr. Ross of Indiana created a laugh by saying: "In that virtuous place, Toledo, so exact and honest and just, I have just gotten returns for a car of corn and they called it oats!" He added, however, a few hits at other markets also, adding that it would do no honest man any harm to pass the resolution.

Mr. Foss also defended the Chicago market.



W. W. ALDER, LAFAYETTE, IND.

Mr. Delany said Chicago would not oppose the resolution if Mr. Wells thought any good could be accomplished by adopting it; but Chicago did not want to go on record as permitting the resolution to pass without a protest.

The Chair: The resolution is all right; it is simply the report that cuts these commission houses.

After further debate, on motion of Mr. Hubbard of Illinois, that section of the committee's report and the resolution were laid on the table. The report, except the fifth section, was then adopted as a whole.

The chair commended the general report and said that when you take into consideration that the committee has devoted a wonderful amount of time to it, it deserves more than a passing recognition.

On motion of Mr. Washer of Kansas, the Association tendered a vote of thanks to the advisory committee.

The report of the committee on credentials was then made by J. W. McCord as follows:

On careful investigation we find that the affiliated Associations herein named are entitled to cast the votes accredited to them, as follows:

Associations	Members.	Delegates.
Ohio .....	292	15
Indiana .....	281	15
Illinois .....	621	32
Kansas .....	255	13
Wisconsin .....	60	3
North Dakota .....	30	2
Texas .....	136	7
Michigan .....	51	3
Iowa .....	413	21

Associations	Members.	Delegates.
Grain Dealers' Union .....	160	8
South Minnesota and South Dakota... ..	236	12
Oklahoma and Indian Territory.....	150	8
Buffalo .....	23	2
New England .....	148	8

Total votes for affiliated members, 149; also that each regular member of the Association holding the membership card is entitled to one vote; also that a proxy given either by telegraph or in other proper form by the proper officer of the above affiliated Associations be recognized; also that proxies given by regular members by telegraph or in other proper form be recognized.

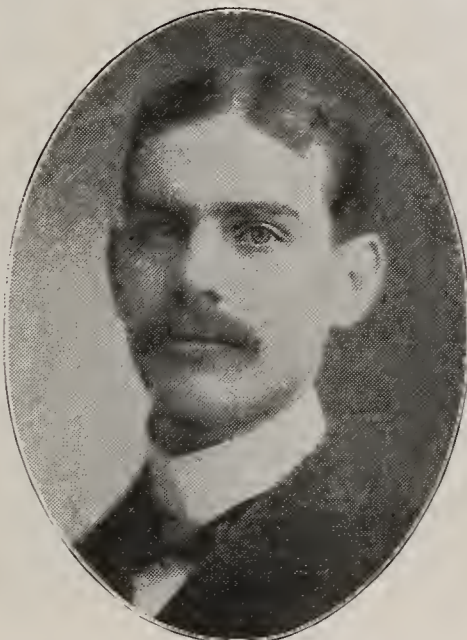
[The report was signed by all the members of the committee.]

The report seemed innocent enough when read; but certainly, as it proved in the sequel, it disclosed an amazing misapprehension of the fundamental law of the Association, and if adopted it would have revolutionized that instrument and wholly changed the character of and perhaps would have destroyed the Association itself.

Mr. Chambers: Is it intended that the delegate cast one vote, or does the delegate pass the votes he represents of the affiliated associations? For instance, the Illinois Association has 621 members and they have 32 delegates; what will be the number of votes they cast, 32 or 621?

Mr. England: One for each 20. One delegate can represent them all by agreement among the delegates.

Mr. Chambers: The by-laws provide that the delegates shall cast the number of votes they represent. In other words, the 32 delegates of Illinois will pass 621 votes, otherwise the direct



R. B. WATROUS, MILWAUKEE.

number which you accord one vote has only the vote of the 20 affiliated members?

Mr. England: Yes.

Mr. Chambers: That is contrary to the bylaws, which I shall read: "One delegate for each twenty members, and one delegate for each fraction of 20 members remaining. The delegates shall be entitled to one vote for each member they represent." And the regular members cast one vote each. By the report of the committee you are depriving the associations of the membership votes they are entitled to.

Mr. Snyder: I don't agree with Mr. Chambers at all. [Rereads the section Mr. Chambers read.] Now, if there are 21 members, a delegate would have 2 votes; if 20 members, 1 vote; if 40 members, 2 votes. If a delegate has a vote for each 20, he does not have 20 votes; and so on.

Mr. Chambers: If the contention of the committee and Mr. Snyder is sustained, the affiliated associations which are to-day supporting this organization will be disfranchised absolutely; if they are not to be represented here by delegates constituted to cast their votes, they are disfranchised from representation in this convention.

Secretary Stibbens gave it as his opinion that each affiliated association is entitled to one delegate for each 20 members, etc., and said delegates, or those present, have the right to cast the full vote of their Association on any proposition; for example, Illinois with 32 delegates is entitled to cast 621 votes.

Mr. King of Iowa cited the past as a precedent establishing Mr. Stibbens' interpretation of the by-law, and said: I am surprised, after the business has been conducted in that manner for several years since this constitution and by-laws were adopted, that this committee should at this time change it without any change having been made in the constitution and by-laws.

Mr. Riley of Indiana urged that, as the affiliated members pay but one dollar a year as dues and the regular members ten dollars each, it could not have been within the wisdom of the committee that they should be put on exactly the same footing; and at the same time that is the reason why they put themselves on the basis of one delegate to twenty. The facts are they properly ought to be put on the basis of one delegate for ten, to get the money part evened up. The committee of which I have been a member has made a mistake in that way, and the mistake has been our ignorance; it is the only construction that could be put on that; it is not a mistake.

Mr. King: It seems to me this is a very clear matter. It seems to me, as I read one sentence there is no opportunity for a difference of opinion. It is this: "The delegates shall be entitled to cast one vote for each member they represent." I represent 20 votes. I am surely entitled to cast 20 votes; and I cannot for the life of me understand how any other construction can be put upon that



F. HOWARD MASON, BUFFALO.  
Who Invited the Association to Buffalo in 1905.

sentence. If the affiliated members are entitled to cast one vote for 20 members, the affiliated members would have a very small voice in the transaction of business, and the regular members would get control of the business of the Association, which would be very unfair.

Mr. King moved the report be referred back for correction.

The Chair: The by-law is very confusing. Referring to the votes heretofore cast, fortunately we ran along so smoothly in the past that I do not remember any time the question came up, except at Des Moines; and at that time, if I mistake not, Ohio had 40 members; she cast 20 votes and no more—if I am not mistaken.

Mr. Snyder thought that if a mistake had been made for eight years [of allowing delegates to cast the votes of the number of members they represent] it is about time to stop it. He opposed referring the report back under instructions—that is just a little bit harsh; if you want to refer that matter back for correction, that is a different matter.

The Chair [when "question" was demanded]: I am placed in a rather awkward position. I do not know who is entitled to vote on this. How can I tell? It is a viva voce vote here. At the same time, the only way I can do it is to put it before you.

Mr. Dunlap: I am from Missouri. I have been waiting for an hour and a half for you people to



show me. I have not been shown yet. Why could not a motion be made to appoint a committee to look this matter up and report to-morrow morning?

The proposition being seconded, and the chair ruling a prior motion before the house, Mr. King offered Mr. Dunlap's suggestion as a substitute, which was carried. The chair appointed as said committee: J. A. King of Iowa, J. W. Snyder of Baltimore and M. F. Dunlap of Missouri.

Mr. Watrous of Milwaukee then entertained the convention with a large number of stereopticon views of Milwaukee, with proper explanations, which were greatly enjoyed, notwithstanding the lateness of the hour.

Adjourned to 9:30, June 23.

#### THURSDAY, JUNE 23. MORNING SESSION.

The morning session of the second day opened with the report of the special committee on interpretation of the by-law referring to the voting power of delegates, which was read by Mr. King of Iowa as follows:

Your committee appointed for the purpose of reporting on the question of the vote the affiliated members are entitled to under the present reading of the constitution and by-laws would respectfully report

That upon careful investigation we find that each

votes, or the number of votes he represents, whether it be 20 or a fraction of 20.

Mr. King then read the report of the committee on arbitration, as follows:

During the time since the annual meeting in October, 1903, eight cases were submitted to and decided by this committee, having title and amount involved as follows:

C. E. Rose, Nashville, Tenn., vs. J. C. Robb, Kingfisher, Okla., \$131.50; Richardson & Co., Chicago, vs. Taylor Grain Co., Topeka, Kan., \$530.63; Blue Grass Commission Co., Lexington, Ky., vs. Connor Bros. & Co., St. Louis, Mo., \$302.50; Owen Hurd & Sons, Walton, Ind., vs. John R. Gray & Co., Indianapolis, Ind., \$28, appeal from Indiana Grain Dealers' Association; T. B. Jones & Co., Memphis, Tenn., vs. Henderson Elevator Co., Henderson, Ky., \$283.62; E. R. & D. C. Kolp vs. E. H. Linzee, \$100, appealed from Oklahoma Grain Dealers' Association; Chicago Grain & Elevator Co., Des Moines, Ia., vs. H. L. Halliday Milling Co., Cairo, Ill., \$700; John R. Gray & Co., Indianapolis, Ind., vs. The Bassett Grain Co., Indianapolis, Ind., \$151.97, appealed from Indiana Grain Dealers' Association.

In the consideration of each case submitted to us, it has been the purpose of the committee to arrive at a conclusion warranted by the evidence and in accord with the established rules of the trade and the legal rights of the parties in interest. In writing the several opinions the committee endeavored to give the reasons for the conclusions reached and the awards made, believing that such information might result in benefit to the trade. Knowledge of the application likely to be made by the committee on arbitration of

each party to the case protected, the committee suggests a careful compliance with the following stated directions: In preparing either side of a case for submission, the party will be expected to furnish (1) a concise and clear statement of all that is claimed; (2) the contract or contracts, if any, including all written evidence, letters and telegrams, tending to establish the terms and conditions. (This contract is the basis of most of the cases in dispute between grain dealers, and special care should be exercised to establish the terms and conditions of it, in the preparation of a case for arbitration. An offer by one party by wire or mail to buy or sell, and the acceptance of the offer by the other party, may constitute the contract. The confirmation of the contract may be essential in determining what the agreement was, and should always be included. It is all important that the contract, when there is one, should be clearly and definitely established.) (3) Shipping directions, if any. (4) Bills of lading, if any. (5) Inspection certificate, if any, from point of shipment. (6) Inspection certificate, if any, from point of destination. (7) Freight expense bills, if any dispute regarding freight paid. (8) Confirmation of railroad rates, when that question enters into the case. (9) Authority for freight rate, when difference of rate is involved. (10) Proof of market differences when there is any probability of the market difference affecting the rights of the parties to the case, either because of discount for grade, delay in shipment, or nonfulfillment of contract. (The proof of market difference should be the price bulletin of the market to which the grain in question was shipped or intended to be shipped, of the dates on which the price is to be established; but in case it is necessary to establish such difference in a market where no price bulletin is regularly issued, affidavits by disinterested persons should be furnished.) (11) Evidence for plain-



E. P. BACON, MILWAUKEE.

of the three members, Mr. Chambers, Mr. Clark and Mr. Stibbens, who have each been the secretary of this Association, are positive in the declaration that in the adoption of the constitution and by-laws it was the intention that each member of an affiliated association should be entitled to a vote in the proceedings of the Association, that the delegate system of representation was adopted for affiliated associations in order that the large membership of the state and local associations could have a voice in the proceedings without the expense of so large a number being required to attend the meetings and at the same time not be deprived of a vote in the business of the Association; that at all times when the roll has been heretofore called, the delegates from the affiliated associations have been permitted to cast the full vote of the membership in good standing in the Association.

After a further examination of the constitution and by-laws we conclude that the wording thereof entitles the delegates to such vote.

Because of what we are firmly convinced was the intention of the Association at the time the constitution and by-laws was adopted, because such is the established procedure and because in our opinion the definition of the vote to be allowed so means, we are of the opinion that the delegates from the affiliated associations are entitled to cast the full vote of the membership in good standing in their respective association, and we recommend that the report of the committee on credentials should be modified to accord that right.

Inasmuch as there is a difference of opinion in regard to the construction of the wording of the by-laws on this question, it may be well to have a committee review the matter for the purpose of making the wording and intention to be stated more clearly.

The report was, on motion of Mr. Chambers, unanimously adopted.

The report of the credentials committee was then referred back, with instructions to make the necessary changes to show that each delegate from the affiliated associations has the right to cast 20



CHARLES R. LULL, MILWAUKEE.

certain rules and customs of the grain trade might cause some to avoid the mistake of unintentionally violating those rules or customs, and when such mistake is made it might be the means of an amicable adjustment of the differences without unnecessary expense to either party.

We did not presume to fully satisfy all concerned, because the opposite parties to a case view the matter involved in an entirely different light, or there would be no dispute. However, we hope that the decisions made by the committee on the matters submitted have been such as to inspire confidence in the integrity and good intentions of its members.

In some of the cases submitted for arbitration the parties have not filed the evidence complete, and on some points in the case have not furnished any evidence. At the meetings of the committee the members are away from home and subject to considerable expense; so that for the good of the Association all cases submitted should be as well arranged for the convenience of the committee as possible. Aside from that, the law on arbitration is that only what is submitted may be considered by the arbitrators; and if any part of the case is not supported by competent evidence, the committee would have no authority to render any award on that part of the case. If the committee should, in any case, award to either party something that had not been claimed, or should award what is claimed without evidence to support the claim and not admitted by the other party, the courts would set aside the award if called upon to pass on it. That being the law, it is readily apparent that two things are very essential in preparing a case for arbitration: First, to state fully what is claimed, and, second, to supply competent evidence to establish each point of the claim.

As has been before said, this committee does not regard it to be right or advisable to render a decision of compromise for the purpose of causing one party to feel better or the other party to be less out of humor. The decisions should be made with due regard for the rights of the parties under the law, the established rules of the trade, and the evidence.

For the information of those who may desire to submit matters for arbitration, and for the purpose of having the case properly prepared and the rights of



EMIL C. BUTZ, MILWAUKEE.

tiff in duplicate. (12) Evidence for defendant in duplicate. (13) Evidence in rebuttal in duplicate. (14) Arrange all evidence in chronological order, so that a clear history of the case can readily be obtained. Fasten all papers securely together to avoid loss. (15) When the original papers concerning the case cannot be supplied and copies substituted, a statement should be made under oath that the original papers are lost or beyond the control of the party offering copies as evidence, and that the copies so offered are true copies.

On cases that come to this committee on an appeal from the decision of the affiliated associations, the secretary of such association is requested to see that such opinion has been properly issued, giving full particulars as to award made.

A careful observance of these requirements will add largely to the preparation of a case in the proper manner, and will be of material benefit in protecting the rights of either party.

It may not be out of place at this time to call your attention briefly to the question of the expense of arbitration. While it is true in the transaction of the business required to be done, this committee has used the greatest economy of time possible, being away from home, and in order to save expense, it is also true that the amounts paid to the Association by litigants on account of arbitration would not be sufficient to meet the actual expenses incurred by the members of the committee if they had been reimbursed for such outlay.

Some of the cases have been passed around to the members of the committee for review, for which labor no amount is taken into account in this connection. The passing of the cases around to the individual members of the committee for an opinion is an unsatisfactory and unreliable way of obtaining the decision. The committee should be called together for the consideration of most of the cases submitted. Since October, this committee has had one meeting at which several cases were decided. The total amount received by the Association from the several cases then considered was not sufficient to defray the actual necessary outlay by the members of the committee for that meeting and defray the incidental expenses of printing, telegrams, etc. The question is, do the members de-



sire that the litigants shall pay the entire expense of arbitration; or, is it the intention that a portion of the cost may be paid out of the general funds of the Association? If the members of the Association prefer that the parties in interest defray the entire expense of arbitration, your committee would suggest that section 1 of Rule VI be modified so that, instead of as now, a fixed amount is to be deposited by each party, the amount to be so deposited with the secretary to be made larger, in such cases as the amount involved is larger. The amount to be deposited to cover the expense might in fairness be graduated so that the minimum amount would be as now provided for cases of \$100 or under, and when the amount involved would be more than that sum, the amount to be deposited could be moderately increased proportionately.

As it is probable that no one wants to make the business of arbitration a source of revenue to the Association, due care should be used in making such change, if it is done, not to increase the amount required to be paid in to a greater sum than will seem to be required to defray the actual cost of the work.

The report was adopted.

Mr. Snyder (in the chair): The next on the program is a report by John B. Daish of Washington on "Congressional Work."

Mr. Daish reported as follows:

I have to make the following report as commissioner of your Association at Washington since my appointment by your president about February 1 last. You will doubtless recall that previous to the time mentioned, the National Board of Trade, of which this Association is a member, maintained at Washington a resident commissioner for the purpose of indicating to Congress the wishes, feelings and desires of the

any claim for loss or damage arising under such bill of lading after passage of the act would be suable only in United States courts; (f) for the further reason that on lake or rail shipments while the goods are billed to Buffalo or other point, care of rail carrier, the bill of lading is held as collateral at ultimate destination. In this connection your commissioner has had correspondence and conferences with and at the request of Mr. Frank J. Firth, chairman uniform bill of lading committee, Philadelphia, and Mr. F. D. Howell, claim agent Pennsylvania Railroad, and also with several large shippers and with the banking interests.

Comparatively little attention has been paid to the dozen or more bills introduced in the House and Senate during the present session for the amendment of the interstate commerce act for the reason that it did not seem possible or probable (and subsequent history has verified the prediction) that any interstate commerce legislation would be enacted at the present session.

Some attention has been paid to the matter of so-called reciprocal demurrage and your commissioner has kept himself advised as far as able on legislation, rules of railway commissions, suits and conferences of business men on this subject. It is one well worthy of consideration, particularly as the constitutionality of the most stringent reciprocal demurrage rules have been sustained by the Supreme Court of the state of Virginia.

Your commissioner has been in frequent conference with the officials of the Agricultural Department and the Department of Commerce and Labor, much to the benefit of both your Association and the government. The officials frequently desire to know changes that are taking place in the growth of agricultural products, method of shipment, and methods of doing business.

appeals strongly for some of its requirements and equally strong ought some of its requirements be opposed. It is provided, for example, that it should be written either with ink or indelible pencil. It is proposed, however, to require that the shipper should sign the conditions limiting the common law liability of the carrier, thereby creating a special contract by which the shipper would be bound. It is possible that through the influence of your Association and kindred organizations some changes will be made in the proposed bill of lading.

I cannot close my report without expressing to you the necessity of having your interests carefully guarded at all times. Daily questions arise which affect the transportation of the commodities in which you deal in greater or less degree. It is your duty to favor or disprove propositions which would be of advantage or disadvantage to you. It is also the duty of someone to notify the 250 commercial organizations of this country of matters which affect trade interests in general. By this means the commercial world is kept in touch with proposed changes and as well given an opportunity to advance by aiding or opposing, as the case may be, the commercial interests of this country.

The Chair: The next on the program is the report of the "Grain Car Equipment Committee," by H. A. Foss of Chicago. Mr. Foss needs no further introduction.

Mr. Foss reported as follows:

The car equipment committee, appointed in accordance with the resolutions passed by the Grain Dealers' National Association, October 8, 1903, at its meeting in Minneapolis, respectfully submits to you, as its first report, the following:



W. S. GILBREATH, INDIANAPOLIS.

grain trade in connection with pending legislation. By reason of a change in the National Board of Trade there has been no commissioner at Washington for that organization since its last annual meeting, and your president asked if I would act as commissioner for the Grain Dealers' National Association and I consented so to do.

During the six months in which I have acted in that capacity a number of matters have occupied my attention. Among them the bill introduced by Senator Foraker which provided, in short, to take the sting out of both the interstate commerce and the Sherman anti-trust acts. This was proposed to be accomplished by exempting all import and export shipments from the application of the two acts referred to; to make the violations of the anti-trust act or of the anti-railway pooling provisions of the interstate commerce act depend upon the decision of a court, whether or not the contract, agreement or pool appeared unreasonable in restraint of trade. At present the acts provide that if the contract, agreement, combination or pool exist it is a violation of the statute. Again, the purpose of the bill was to exempt all violations from punishment by fine or imprisonment. This bill was effectually opposed for manifest reasons and it failed of its passage.

Particular attention was paid to Senate Bill 4,596 concerning receipts and bills of lading issued by common carriers engaged in interstate commerce. This bill was introduced by Senator Elkins and a similar bill was introduced in the House by Representative Hepburn. The bill apparently provided for legislation which should legalize the conditions usually stipulated with respect to order shipments. This bill was opposed for the following reasons: (a) The matter is entirely one of contract between the shipper and his assigns and the carrier; (b) being a civil matter, there ought to be no criminal statute on the subject and a penalty for failure to enforce it; (c) there are no reasons urged why the matter should receive legislation, as the contract takes care of itself; (d) if the matter of bills of lading in interstate commerce is to receive legislation, it should be by a bill defining the rights of all parties, original and subsequent, and providing for a bill of lading uniform in all interstate trade, because in all likelihood it would require that



JOHN B. DAISH, WASHINGTON, D. C.,  
Commissioner Grain Dealers' National Association.

Some attention was paid to the McCumber Bill, providing for the national inspection of grain. No hearings were asked for or held on this bill for the reason that its proposer stated that he did not expect it to pass at the current session and for the further reason that it had already received consideration at the hands of the commercial bodies of the several cities. In this connection it is interesting to note the speech made by Senator McCumber March 30 last, wherein he gives credit to your Association and similar organizations for opposing the passage of the act. His speech is replete with "I am informed," "I understand" and similar expressions. It seems to be largely, as those of you who have read it will recall, an objection to the inspection at Minneapolis, Duluth and West Superior of wheat grown in the Dakotas and Minnesota. Failing to have what the senator would consider honest inspection of these goods now under state management, he proposes to secure honesty of inspection and uniformity of grading under machinery to be furnished by the secretary of agriculture. The sophistry of his argument is plain and can be seen by one even slightly familiar with the grain business. That reforms may be needed in certain localities, I am in no position to dispute, but when one attempts to revolutionize a system of inspection honored by decades simply because it has its faults at certain places, and still further proposes to create a political machine with plenary powers, he certainly reaches the pinnacle of paternalism in government. The senator's speech would indicate that some of his own grain had not been graded as high as he thought it should, and if this is the reason for the proposed enactment of this statute, it will need no comment from me. I am quite confident that the parties who are favoring this measure are not as conversant with the subject as they might be, and I believe it to be your duty at a proper time and place to present such facts in this connection as will forever silence demands of this character.

It was proposed that on February 1 there should be adopted by all carriers in official classification territory a so-called "new uniform bill of lading" which should be more uniform in many respects than the one previously in use. The proposed bill of lading



M. F. DUNLAP, O'FALLON, MO.,  
Who Responded to the Address of Welcome.

The work of the committee involves, first, a careful examination of the present conditions of grain cars, with respect to safety in transporting grain; second, investigation to determine what is the best equipment for the inside of a grain car; and, third, persistent efforts, with the cooperation of railroad officials, to bring cars up to such an ideal standard.

For the sake of needed information, members of the committee at Chicago visited the various railroad yards and terminal unloading points there. By examination of the condition of grain cars, the committee found that a comparatively large percentage of the cars unloaded arrived at the elevators with the sheathings loose and bulging, thereby allowing grain to leak between the sheathings and the sills, a condition clearly warranting the ground taken by your committee, to wit, that special attention should be paid to this matter by railroads and grain shippers. Again, the committee found leaks through grain doors only less numerous than those between sheathings and sills, and found them often more serious in loss of grain. When car doors are opened, the defective grain doors are commonly found to be bulging—sometimes the entire door, sometimes a single board in the door, showing that the door was made too weak. This bulging condition, too, results not only in the loss of grain, but frequently, too, in the loss of the door as well; for in general, it may be stated that all grain doors which are heavily nailed or bulging are mutilated at unloading points by the rough usage required to open such doors.

On the other hand, the problem of discovering the ideal interior equipment for grain cars is a very difficult one. Your committee handled it with some vigor, and in this were heartily assisted by the grain journals which printed our requests for suggestions and models. The results, however, are disappointing; for, although the committee has received many models of grain doors, and one of duck cloth for car lining, yet there was little merit in the models received, except in a few minor points. Furthermore, the railroads are not agreed as to their policy in the use of a grain door, whether it shall be a permanent or temporary affair; nor are they entirely to blame for not providing expensive patent grain doors, for the reason that the



treatment afforded them at loading and unloading points frequently results in their being good for only one trip. These grain doors, although provided with mechanism to secure them in place, are often nailed so firmly to the door post that it becomes necessary to chop them out, thus making it too expensive for the railroads to maintain them. No later than June 14 the chairman of your committee saw an instance of this on a grain door belonging to I. C. car 45360 on its initial trip. This patent door was made with a supplemental door for the purpose of releasing the pressure of the grain so as to enable the unloader to open the door without mutilating it; and, although it was equipped with mechanism to hold it in place, the shipper had fastened it to the door post with 20-penny spikes, necessitating the mutilation of the brand-new door. It is on this account that many roads are discarding entirely the idea of the patent grain door and putting in its place the cheapest temporary door possible.

The committee, therefore, without being able to describe the methods by which the ideal standard shall be secured, must be content to formulate that standard as consisting of a grain box so firm and rigid as to stand the necessary jolting without leaking, and provided with doors so thick as not to bulge or break under pressure of the grain against them.

Knowing, then, how grain cars actually arrive at elevators, and how they ought to arrive, your committee has been in a position to do some effective work with the railroads, though the time for such activities has been reduced three months by the change of our annual meeting from October to June. The committee secured a meeting on April 11, last, with a committee from the General Superintendents' Association, representing the railways, especially appointed to meet with us; and we were informed by them that on account of facts furnished by this committee the members of their Association had instructed their car inspectors to make a more rigid inspection with a view to weeding out of the grain service the faulty and decrepit cars and repairing and overhauling all cars that needed attention. As evidence of the general attitude of the railroads in regard to care of grain cars, your committee submits the following extracts from letters sent to it from the General Superintendents' Association:

"Since receipt of your letter our grain-carrying cars have been thoroughly inspected, and any defects found have been repaired before furnishing cars for loading. Have few, if any, complaints from shippers on account of condition of equipment. Do not think it practicable at this time to construct cars of steel for grain shipments or with continuous steel linings."

"Are doing everything possible to keep grain cars in proper condition, but not going into any particular or specified movement along the line different from the regular one."

"Original letter was turned over to the superintendent of motive power and instructions were sent to all inspectors to keep close watch to avoid leakage of grain. Agents have also been instructed to select cars for grain loading. Beyond this no further action has been taken."

"We endeavor to supply equipment for handling grain which is suitable for that service, and in case shippers take exceptions to cars that are placed for loading grain, we have them inspected and necessary repairs to the cars made."

"All our cars will be equipped hereafter with grain doors made of one-inch yellow pine, seven feet long, which should be strong enough to carry load and prevent leakages. All cars passing through shops are inspected, and repairs to bodies and roofs made to insure their being in first-class condition for grain service."

"The matter was taken up vigorously and rigid instructions issued to make thorough inspection, and any defects found were remedied."

"Have gone to considerable expense to reinforce our steel underframed cars to prevent bulging, etc., and think we have effectually overcome the trouble. As to grain doors, are making test at present, and enclose blue print showing temporary doors, which calls for 1 1/4-inch stuff, 21 inches high, by 6 feet 6 inches long, with reinforcing board of one-inch stuff nailed across the top."

From the fact that the railroads have given such orders, the committee finds assurance that shippers will be benefited during this present season as a result of your resolutions. Nevertheless, no one appreciates more than do we the fact that the wasting of grain on account of leaky cars can be but partially prevented by such inspection as is mentioned above and the resulting repairs. A study of bad order records for grain cars shows that the normal efforts of the railroad companies by inspection and repair still leaves an abnormally large number of leaky cars arriving at terminal points. The conclusion, therefore, must be that the construction is faulty.

Our purpose is to prevent loss of grain in transit; and, as one step in the direction of devising methods by which to make the present car a safe carrier, your committee decided to make a proposition to cooperate with the committee from the General Superintendents' Association, in experiments on the value of steel linings in cars already built and now in service, as stated in the following letter by H. A. Foss, chairman, to R. H. Aishton, chairman, Chicago:

"Since the appointment of this committee at the Grain Dealers' National Association meeting last October, the members here have made personal examinations of cars in several yards at terminals to determine what improvements could be suggested in doors and equipment generally, and we believe that the conscientious cooperation by the railroad companies with this Association will accomplish much to improve cars and car doors and make the problem of transportation a much more satisfactory proposition, not only to the railroads themselves, but also to the shippers of the property."

"In the construction of freight cars, it would seem that their value as grain carriers had been overlooked; therefore, we believe, in planning new cars, that more

thought should be given to this end. It is our belief that if the builders of cars were to make an inspection of the grain yards and see the conditions there, they would construct a car entirely different to that now in the service."

"Of course, it is not to be expected that the railroads will retire all the old cars from commission, even if an adequate car were invented; therefore, in order that the present shipper may reap some of the benefits of improved conditions, my committee feels that the railroads should do all in their power to make the cars now in use as safe as the conditions will possibly allow."

"Our investigation prompts us to suggest that a steel lining in many of the cars that would otherwise be now useless would eliminate practically all loss in transit, excepting such as come from defective grain doors and leaks at grain doors. To demonstrate the efficiency of such a lining, this committee, in behalf of the Grain Dealers' National Association, are ready and willing to stand half the expense of equipping a sufficient number of cars to prove its utility and effectiveness. Such cars to be used between Chicago and such shipping points as have first-class weighing facilities, carrying grain to Chicago and returning with other freight."

After consideration of this proposition, the committee from the Superintendents' Association asked that we take the matter up with the master car builders at their June meeting at Saratoga, as the superintendents felt that the experiment in steel linings did not come within the scope of their jurisdiction. This year committee found, for several reasons, could not be done, but it has formulated plans for future action, which it considers more advisable to follow.

In laboring with the railroad companies, your committee has found a further field of possible usefulness which at first thought does not seem to belong to the matter of car equipment. It is to be remembered, however, that our purpose is to secure cars suitably equipped for the transportation of grain, under which head the following discussion will prove entirely germane:

Grain leakage is directly affected by the car supply. It is only when the operating department is pinched for cars that it orders out all the old veterans and ancient wrecks which had been practically retired from the grain service, and in the demand for cars at such times, the need of repairs is apparently a secondary consideration. During a car famine, the belief is general that an insufficient number of cars is the sole cause, when, as a matter of fact, there are times (either through the lack of power or good management) when some roads are unable to handle the cars they have. In any case, the result is the same to the shipper. If a car famine be due to lack of motive power, perhaps nothing can be done but to exercise great patience; but if it is due merely to mismanagement there is opportunity for the work of an evangelist. That the shortage of cars is often due either to the lack of motive power or mismanagement, rather than an insufficient car supply, I quote you the following extract from a railroad man, who, as the chairman of your committee knows, has had a successful record of making the most of what he had to do with:

"As a general proposition, railroads have had sufficient equipment to accommodate all business offered if cars were handled promptly; in other words, the principal cause of apparent shortage of equipment is due largely to cars being delayed by reason of shortage of motive power and lack of facilities. To illustrate to you more clearly, will say that a railroad has recently come under my observation which up to within the last year or two, when the present administration took charge, was badly congested each year, particularly during the period of heavy business, and there were many delays to freight on account of apparent shortage of equipment, also on account of congestion of traffic, which naturally resulted in many complaints. There has been no increase in equipment; and, notwithstanding the fact that during the past year business on that railway was unprecedented (for several months showing an increase of 25 to 50 per cent on some of the heaviest divisions) there was no congestion, and there were plenty of cars to take care of the business."

"Sometimes, as you have no doubt observed, congestions or blockades occur on railroads by reason of facilities and motive power not being properly handled, or, in other words, somebody's head gets 'blocked'."

As to whether or not the increase in the grain car equipment has kept pace with the increase in mileage the committee will say that according to the best information we can get from railroad men, it has considerably exceeded the increase in railroad mileage; but the increase in the car equipment has not kept pace with the increase in tonnage and is decidedly below the tonnage offered."

Mr. Byrne of St. Louis moved a vote of thanks to the committee for their efficient work.

The chair, in putting the motion, reminded the convention that Mr. Foss would answer any questions put to him, and he himself suggested that "Chicago should give a vote of thanks to Mr. Foss. There has been more energy displayed on his part since I have been connected with the Grain Dealers' National Association than, I believe, by any member of the Chicago membership. He has worked daily to benefit the car equipment, so that the grain shippers of this country can get good cars to handle their grain. Being weighmaster of Chicago, he is fully familiar with the situation, as he has explained, and I believe I can safely say that he has done more for the benefit of all in that respect than any of the other members of this organization."

A letter by John M. Glenn, secretary of the Na-

tional Manufacturers' Association, was read, asking the Association to send delegates to a meeting to be held at the Auditorium Annex, Chicago, on June 28, with a view to securing concerted and uniform action on the proposed "Uniform Bill of Lading."

Mr. Grimes (chair): This matter has been before us quite a little while. It is a very important matter, and at the time I appointed a committee, consisting of the following gentlemen: I. P. Rumsey, Chicago; John B. Daish, general counsel, Washington, and W. M. Eckhardt, Chicago. I desire to have the convention ratify these appointments.

Mr. King of Iowa moved the committee so appointed be so endorsed, which motion was carried unanimously.

The committee on credentials, by Mr. McCord of Ohio, then reported as follows:

Acting under instructions from the Association, through a special committee, as to the number of votes entitled to be cast by each affiliated association, we, your committee, beg leave to amend their first report as follows; subject to verification from the records of the secretary of the National Association: Ohio 292 votes, 15 delegates; Indiana 281 votes, 15 delegates; Illinois 621 votes, 32 delegates; Kansas 255 votes, 13 delegates; Wisconsin 60 votes, 3 delegates; North Dakota 30 votes, 2 delegates; Texas 136 votes, 7 delegates; Michigan 51 votes, 3 delegates; Iowa 413 votes, 21 delegates; Grain Dealers' Union of South-west Iowa and Northwest Missouri 160 votes and 8 delegates; South Minnesota and South Dakota Association 236 votes, 12 delegates; Oklahoma and Indian Territories 150 votes, 8 delegates; Buffalo 23 votes, 2 delegates; New England Association 148 votes, 8 delegates. Total, 2,856 votes, 149 delegates.

The report was, on motion, unanimously adopted.

Mr. King of Iowa moved that the committee of three to attend the Chicago meeting to consider the matter of the uniform bill of lading be increased to five and that the additional members be President Grimes and ex-President B. A. Lockwood of Des Moines. Mr. King himself put the motion, which was unanimously carried.

C. A. Burks of Illinois then read the report of committee on trade rules, as follows:

Your committee in presenting this report appreciates the fact that the trade rules should embody the prevailing customs of the trade, and in preparing new rules and in modifying those already adopted have kept this idea in mind. It has not been our purpose to adopt unnecessary rules, but to add only those germane to the trade.

It has been our experience and observation that the majority of cases submitted to this committee as well as to the arbitration committee have arisen through ignorance or non-observance of these trade rules, and we believe that a wider dissemination and closer observance of these rules by the trade at large will prevent many complications and causes of differences.

We recommend that the secretary have these rules published in convenient form, and that a copy be sent to each member of this and affiliated associations as well. We further recommend that these trade rules be adopted by each and every affiliated association, and would recommend that the secretary of this Association take up the matter of such adoption with secretaries of affiliated associations as well as with similar associations not yet affiliated.

We further recommend that our sister committee, that of arbitration, base their decisions as closely as possible upon these rules.

Referring to Mr. G. A. Wells' favor of June 6, reading as follows:

"In my work as chairman of the advisory committee of the National Association, I find that the commission houses and buyers in terminal markets do not always send weight certificates and condition of car reports to the shipper when rendering account sales or statement of settlement. I suppose you are aware of the fact that the advisory committee has been doing considerable work during the past year in encouraging the establishment of Board of Trade supervision of weights at terminal markets, and that such supervision of weights systematically makes record of physical condition of cars and seal records of all cars weighed by them; that such report accompany the weight certificate. In fact, at St. Louis the form of the condition of car reports is made on the back of the weight certificate."

"Commission houses and terminal dealers in certain markets have a habit of forwarding cars to local destination points and making returns on the weights rendered them by the local parties where weights have no standing or authority whatever, and it is these weights that are so frequently short with shippers, and shippers are protesting against allowing shipments going to these destination points, but in face of these protests the commission houses, desiring to take care of their customers, allow the cars to go forward and intentionally neglect to send the shipper any weight certificate whatever with the account sales. It would seem to me that it is nothing more than right that a shipper should have a statement of weights and that will show positively where the grain was weighed, and whether by an official weigher or under the supervision of a Board of Trade, or by some local party. It would seem to me that a trade rule should be made to require bidders and receivers to send to the shippers



with returns of sales weight certificates and report on the condition of each car sold by them.

"Another thing that I find is being done by commission houses is that there are firms in certain markets who have local customers, particularly millers, who place with them orders for wheat. These commission houses sell the wheat on their own account to the millers and purchase the wheat consigned to themselves. There are certain houses that do this, and there are other houses that will not do it, and it is certainly very plain that a commission house cannot sell grain to itself and establish the market value on that grain. In other words, I do not believe that it is right for a commission house to purchase grain that has been consigned to itself in order to supply trade that they are selling to direct. In fact, there are commission houses who do not properly draw the lines between a legitimate commission business and their own private purchases and sales. And this I believe is absolutely necessary if the shipper is always to have the proper treatment in a terminal market. I offer this suggestion as suitable for a trade rule.

"Another point that I find is that commission houses have a habit of hunching sales of cars. For instance, they will have on the table samples of ten cars of oats varying in quality. A bidder comes along and makes an offer on the whole bunch at one price per bushel, and thus the sale is made, and when it comes to settlement with the different shippers of these ten cars of oats, the commission house, if he does justly by the shippers, must necessarily use his own judgment in fixing prices. I would be glad to have you give this proposition some consideration."

Beg leave to refer the gentleman to Rule No. 22, which we have recommended being adopted.

Referring to the second paragraph of this communication concerning the manner in which commission houses handle grain which is consigned to them, and also to the third paragraph calling attention to their methods of hunching cars in sale, beg leave to advise that your committee feels that these are matters over which your trade rules committee has no authority, and should be referred to the various exchanges whose members practice such methods of handling consignments.

We, your committee on trade rules, beg leave to report that we have had presented for our consideration the following questions, and in turn passed upon each case as follows:

Question submitted by the H. L. Halliday Milling Company of Cairo, Ill.:

"Beg to advise that your rules as now printed stipulate under one head that the seller shall give due notice of failure to fill contract and ask for disposition. Under another head you have a rule which stipulates that the buyer shall notify seller to the same effect as the above rule cited. In other words, the rules, as we interpret them, place the same obligation on both parties, and we believe should any controversy arise over same that it will be found that both parties are relieved of the obligation and your rules are null and void."

Opinion of trade rules committee:

"Referring to your favor with reference to trade rules beg leave to state that it is the opinion of the majority of your trade rules committee that Rule No. 4 does not make Rule No. 20 null and void. That Rule No. 4 makes it incumbent upon the seller of grain to advise the purchaser of the probable deficit, so that the purchaser can either extend time or protect himself by purchasing in the open market, as his contracts may demand. If the shipper does not comply with this rule it is simply an omission of a duty, and if it works a hardship on the receiver he should be accountable for same.

"On the other hand, Rule No. 20 provides that it shall be the duty of the purchaser of the grain whether he will extend the time of shipment, or buy in for the seller's account the unfilled portion, and that failing to so advise it will be understood by both parties that the time has been extended five days, and it would follow that the same rule would apply at the expiration of each succeeding five days until the contract had been filled or cancelled. Your committee does not feel that either rule makes the other null and void."

Question submitted by Mr. George A. Wells, Des Moines, Ia.:

"Has a track bidder the right to apply off-grade grain without consulting the shipper?"

Opinion of trade rules committee:

"Referring to your inquiry as to whether track bidders have the right to apply off-grade grain without consulting the shipper, beg leave to advise it is the opinion of the majority of your trade rules committee that receivers should notify sellers upon the arrival of cars off-grading and give them the discount at which they could accept this grain on contract. Should the card bid, however, specify the discount that should apply on such low grades it would be necessary, however, for the receiver to give such notice. In case the shipper does not feel like accepting the discount mentioned it will then be optional with the receiver as to whether he applies another car in its stead, unless, however, the contract time be not up, in which case the shipper would have the privilege of refilling the sale."

The following was submitted by M. G. Rankin & Co. of Milwaukee, Wis.

"A shipment is not made on contract time. When it is finally made the invoice is sent to the buyer. He advises by mail that he will not accept the shipment. Has the buyer the right to cancel an order after the shipment has been made? If he has the right to cancel an order upon receipt of the invoice, has he the right to wait a week or ten days and then cancel? This information will be of considerable value to us and we trust you will be able to furnish it."

Opinion of trade rules committee:

"Referring to your favor of March 11, 1904, the chairman of the trade rules committee begs leave to call your special attention to Rule No. 4, page 89, in the Blue Book of the Grain Trade, a copy of which you should have in hand, wherein it is provided that when a seller finds that he will not be able to fill a

sale within contract time, it shall be his duty to advise the purchaser by mail, wire or 'phone, etc. The seller in this case seems to have overlooked this rule. However, by referring to Rule No. 20 you will note it is incumbent on the purchaser to cancel the sale of grain and feedstuff by wire the day contract expires in case he cannot accept same if shipped after contract time. This rule further provides: 'Failure to so advise it will be understood by both parties that the time is extended five days.' It can be but understood that the same rule should follow each five days until the sale has either been filled or cancelled. So that a receiver should receive and apply grain or mill feed on contract at original price, if as to grade, if he has not protected himself by cancelling contract as provided in Rule No. 20. The committee on trade rules concur in this opinion."

We beg leave to advise that while the various members of this committee have been located in different parts of the grain belt, each of these questions has been submitted by the chairman to the various members by mail, their replies being returned to the chairman, and he making a report, which has in turn been mailed to the firm submitting question. We regret, however, that there has been no provision for publishing the reports of this committee, and earnestly recommend that your directory provide some means for keeping the members of the Association advised of the action of your trade rules committee during the coming year.

We beg leave to recommend the adoption of the following rule:

No. 22. It shall be the duty of track buyers, receivers and millers and consumers of grain in terminal markets to furnish sellers of grain sold on track, basis destination weights and grades, certificates of grades of the market for which the grain was sold; also sworn certificates of weights, showing the market in which such grain was weighed and in whose mill, elevator or warehouse such weights were obtained; also the name of the weigher, and under whose supervision he is operating, with the return of account sales for each and every car, making note of any leaks which may be apparent when and where the grain is unloaded.

Rule No. 23. When grain is sold by receivers and distributors located in terminal territory, it shall be understood and agreed that the public weights and grades of the market from which grain is shipped shall govern unless otherwise specified.

Rule No. 24. It is understood that sales made out of any market for any specified number of days' shipment shall be filled by shipments from the point from which sold, unless otherwise specified and understood when sale is made.

Rule No. 25. It shall be the duty of receivers, distributors and track buyers of grain sold on regular market terms to either apply off-grade grain upon arrival at ruling market difference, or in case same cannot be so applied shipper shall be notified by wire that same is to be handled for shippers' account. It shall be the duty of shippers receiving such advice to wire disposition promptly. Off-grade grain sold for shipper's account shall not be construed to apply on contract.

Mr. Burks moved the adoption of the rules as read.

The chair urged full discussion—the report takes in a great many vital points of interest to you all.

Mr. King suggested the rules he read and acted upon one at a time, which was so ordered.

Mr. Hubbard: There is one matter which I, as a country shipper, do not think has been well covered in these rules. They seem to leave the matter of cancellation or abiding by the contract entirely in the hands of the purchaser. It has occurred to me that this looks a good deal like the handle on the jug. I move that the rule designated as Rule 20 be amended as follows: That the seller of any cash grain shall have the right at the expiration of any time of shipment to authorize and compel the buyer to buy in any portion of said unfilled sale upon date of expiration of shipment.

After some discussion the report was adopted, with the exception of Rule 20, which was, upon motion of Mr. Lockwood, referred back to the committee for further consideration.

J. L. McCaull: I would like to offer a suggestion that the recognized certificate of any terminal market be accepted. You make certain restrictions there. It is absolutely impossible for us in Minneapolis to furnish any certificate other than that supplied by the state weighing department. I would, therefore, think that whatever certificate is furnished by the recognized terminal markets should be accepted.

The President: The rule has been adopted by the convention. You can later on bring that up as a special rule, but I shall have to rule that this has already been adopted.

Mr. Burks: There is not anything in that rule that will interfere with any regular certificate.

The convention then adjourned until 1:30 p. m. AFTERNOON SESSION OF SECOND DAY.

The afternoon session was opened by the report of the committee on constitution and by-laws, read by Mr. King of Iowa, as follows:

At a directors' meeting in December, 1903, it was decided that some alterations ought to be made in the constitution and by-laws of this Association, and at that time a committee of three was created for the purpose of formulating such amendments as might seem to them to be advisable. The committee was directed to report its conclusions for the consideration of the directors; and certain alterations and amendments were reported by the committee as advisable to be made. The report of the committee was adopted by the board of directors.

The constitution and by-laws as amended have been in force and effect from the date of the adoption thereof by the directors.

Section 9 of Article VI of the constitution provides that—"This constitution may be altered or amended by a two-thirds vote of the members present at any annual meeting or by a two-thirds vote of the members of the board of directors, subject to an affirmative vote of two-thirds of the voting power present at the next annual meeting of the Association. Alterations or amendments made by the board of directors shall take effect at such time as they may designate and be in full force until approved or rejected by the members at the annual meeting, as hereinbefore provided. Notice of any alterations or amendments made by the board of directors shall be mailed to each state, district or local association secretary and to each regular member at least thirty days prior to the annual meetings."

Copies of the constitution and by-laws as amended were mailed to the members, as provided should be done. To comply with the provisions of the constitution in that regard, it is necessary that the members present at this meeting shall consider the changes made, and take such action thereon as they may deem proper. The report of the amendments adopted by the directors is made at this time for the purpose of presenting the matter to you for your consideration. While it is presumed that each member has carefully read the copy received, the committee is of the opinion that it will be in order to now read the sections which were altered or amended, but will not occupy your time in reading those sections in which no change was made.

The principal changes are in Article II, Memberships, and in Article V, Committees. The reasons for the changes in the several sections of Article II relating to memberships are to make the meaning more clear and better define memberships, as between the National and affiliated associations.

There was not provision in the constitution in relation to the duties of any of the standing committees.

Sections 4, 5, 6 and 7 were added to Article V, defining the duties of the executive committee, the committee on arbitration and the advisory committee.

The amendments and additions to the Constitution adopted by the directors make the several sections changed to read as follows:

ARTICLE II.—Memberships.—Section 1.—There shall be two kinds of members, regular and affiliated. The regular members shall be those who are actually members of this Association, without reference to their membership in any other organization; the affiliated members shall be those who obtain membership herein by reason of their membership in an association affiliated with this Association.

Section 2.—Any person, firm or corporation operating a grain elevator and engaging in the buying and selling of grain continuously in unorganized territory may be admitted to regular membership in this Association. But upon the organization of an association in that territory such member shall be transferred to the local organization, and thereafter shall be an affiliated member.

Section 3.—Regular grain receivers, brokers and track buyers who do not buy grain from grain scalpers, irregular grain dealers, transient grain buyers nor scoopshovel men may be admitted to regular membership on payment of the regular fees. Regular members of this Association shall be honorary members of the affiliated associations, with the privilege to attend the meetings thereof; but such honorary membership shall not carry with it the right to vote or take part in any of the proceedings in the meetings of any affiliated association.

Section 4.—Each grain shipper who is a member of an association affiliated with this Association shall be an affiliated member of this organization, but receivers, track buyers, brokers or others who are eligible to regular membership in this Association shall not be entitled to any of the rights or privileges of regular membership in this Association because of such affiliated membership herewith. However, any person, firm or corporation, by virtue of being elected to membership in any state, district or local association which is affiliated with this organization will become an affiliated member of this Association.

Section 5.—Any person, firm or corporation, to become a member of this Association, must receive a three-fourths vote of the whole board of directors. All members shall subscribe to this constitution and by-laws.

Section 6.—Regular grain receivers, brokers or track buyers, who also operate one or more elevators at country stations and are qualified to become regular members hereof, as provided in Section 3, may be admitted to regular membership in this Association and also to regular membership in an affiliated association; but they shall in such case be required to pay the regular admission fee and the regular dues to each association in order to be a regular member of both. Such person, firm or corporation, so engaged in business as to make him or them eligible to regular membership in both this and an affiliated association, as herein provided, shall not acquire regular membership in either association because of having been admitted to the other.

ARTICLE III.—Officers.—Section 5.—The election of officers shall be held at each annual meeting, and they shall hold office for the term, until the next annual meeting, or until their successors have been duly elected and have qualified.

ARTICLE V.—Committees.—Section 4.—It shall be



the duty of the executive committee to direct the work and business of the Association between meetings of the board of directors, to advise the secretary as to the methods of carrying out the policy of the Association, as outlined at the regular meetings or by the board of directors, and all matters wherein counsel may be desired or probably beneficial shall be referred by the secretary to this committee.

Section 5.—It shall be the duty of the committee on arbitration to consider and determine all cases referred to them and to render such decision thereon as shall in their judgment be just and equitable between the parties interested, and in accordance with the rules adopted by this Association.

Section 6.—It shall be the duty of the advisory committee to make such investigations of the conditions at terminal markets as may seem to them to be practicable to do; and when, in the opinion of the committee, exigencies of the case require it, the influence of the National Association and of the affiliated associations may be used to improve objectionable conditions, or to correct abuses in any terminal market for the purpose of justly benefiting either the receivers in or the patrons of such terminal market. The National and state associations, each being represented by its secretary on this committee, a member of any association having a complaint to make with reference to any matter within the province of this committee shall file such complaint with the secretary of his particular association. When such complaint is received by any secretary he shall file it with the chairman for consideration by the committee. The chairman shall have authority to call meetings of the committee.

Section 7.—All committees shall be subject to the direction of the board of directors.

ARTICLE VI.—Local Associations.—Section 5.—Any regular member of this Association is entitled to attend all meetings of this Association and may cast one vote.

Section 7.—All applications for regular membership coming from any territory under the jurisdiction of a state, district or local association affiliated with this Association shall be referred to such association, unless such applicant is eligible to regular membership herein, as provided in Section 3 of Article II; then, in that case, he may be admitted to regular membership herein.

Of the by-laws, Section 1 of Article I was changed to read as follows:

ARTICLE I.—Section 1.—There shall be one regular meeting of this Association in each year, the time and place of which meeting shall be determined by the board of directors.

ARTICLE II, expenses of officers, before amended, was very ambiguous, in fact, conflicting and contradictory, and was changed with a view to such construction as could not be misunderstood. As amended it is as follows:

ARTICLE II.—Expenses of Officers.—Section 1.—This Association shall pay the traveling and hotel expenses of the president, vice-president, secretary-treasurer and the director at large to all meetings of the Association; also to such meetings of the board of directors or of any committee as it may be their duty to attend. This Association shall also pay the traveling and hotel expenses of the members of the executive committee to all meetings of that committee, and the per diem traveling and hotel expenses of the arbitration committee as provided in the arbitration rules, and the traveling and hotel expenses of the directors to all special meetings of the board of directors.

Each state, local and district association shall pay all traveling and hotel expenses of its director and delegates to the annual meeting of the National Association, and shall also pay the expenses of its member of the advisory committee.

The National Association shall pay the traveling and hotel expenses of the members of any special committee it may create not herein specified.

ARTICLE IV.—Fees and Dues.—Section 2.—Applications for membership by a state, district or local association in this organization must be accompanied by a fee of \$1 for each regular member thereof. If the application is not accepted, the fees shall be returned to the proper official.

The report was unanimously adopted.

Secretary Stibbens then read an opinion on the "Responsibility of Railroads for Shipments of Grain Delayed in Transit." This opinion is published by the Association and will be mailed to members only.

The chair explained that the opinion had been obtained some time ago, by the directors, upon request of many shippers who had lost freight.

On motion of Mr. McCaull of Minneapolis the opinion was referred to the committee on transportation for their consideration.

Vice-president Snyder then made his report as one of the Association's delegates to the National Board of Trade meeting at Washington, in January last, as follows:

The thirty-fourth annual meeting of the National Board of Trade was held in Washington, D. C., January 19, 20 and 21, 1904. Your Association was represented by two delegates, Mr. H. S. Grimes, president, and John W. Snyder. In the committee appointments the Grain Dealers' National Association received full recognition, and your delegates were appointed on several of the most important committees, among which were interstate commerce law, opposition to government inspection of grain, committee on nominations, also on transportation. The resolution regarding speedy transportation and reciprocal car service was favorably reported by the committee, and after considerable discussion, the Board recommended the resolution by a vote of 36 ayes and 17 noes.

The resolutions on enlarging the powers of the Interstate Commerce Commission, transportation and opposition to national inspection of grain were referred to proper committees and came before the Board, embodied with similar resolutions from other organizations, and were favorably acted upon. There were majority and minority committee reports on national inspection of grain, but the majority report denouncing the attempt to abrogate board inspection as in favor of political inspection was passed by a decisive vote.

At the banquet, which was a new feature in the National Board of Trade, and which took place at the New Willard Hotel on the evening of the first day, were present many men prominent in financial, commercial and political life. Among those who delivered addresses were Secretary of Commerce and Labor George B. Cortelyou, Speaker of the House of Representatives Joseph G. Cannon, Senator Mark A. Hanna and Governor of Minnesota S. R. Van Sant.

Senator Hanna's address read in a comprehensive and interesting manner upon those business problems most in the public mind, and his hopeful expressions regarding this country and its business interest were deeply impressive; although he attended the banquet contrary to the advice of his physicians, there was nothing in his appearance to indicate that what he then regarded as a slight indisposition would so soon thereafter terminate in his death.

In consequence of a declination of Mr. Blanchard Randall to serve another term as president, Mr. J. J. Sullivan of Cleveland, O., was elected to succeed him. Mr. William R. Tucker was again reelected secretary. In appreciation of the eminent services of Mr. Randall as president, a resolution was unanimously passed for the appointment of a committee, of which President H. S. Grimes was chairman, to present him with a suitable testimonial as a mark of the high esteem in which he is held. And later he was presented with a silver loving cup appropriately marked. The presentation took place on the floor of the Baltimore Chamber of Commerce, and Mr. Morris S. Wise of New York delivered the address in behalf of the National Board of Trade.

The appointment of Mr. John B. Daish as your counsel at Washington was of great benefit to this Association, also the National Board of Trade. It combined the efforts of the two organizations in behalf of legislation in which both were interested, thereby making their influence more effective by its concentration. The present administration of the National Board of Trade has not seen fit to appoint a commissioner at Washington, and it is believed by many that the failure to do so is unwise and a step backward.

The recognition shown the delegates of your Association by their appointment on important committees is evidence of the influence of this body, and the active participation of your delegates in the proceedings of the National Board indicates that this organization can exert considerable force in shaping and directing the work of that body when properly represented.

The report was unanimously adopted.

The President: The unfinished business of this morning was that Rule No. 20 was referred back to the trade rules committee with instructions to report further. I have here from the trade rules committee (reads):

"Your trade rules committee recommends the leaving of Rule No. 20 as it now appears in the Blue Book."

The President: I presume it would be courtesy to refer it to the convention. What shall be done? If no objections, the report will be adopted.

No objections made and it was declared adopted.

The President: The program of this afternoon contains, first, the report of the executive committee of Interstate Commerce Law Convention on "Progress of Legislation Giving Greater Effectiveness to Interstate Commerce Act," by Mr. E. P. Bacon of Milwaukee.

Mr. Bacon: Mr. President and Gentlemen: It was my intention to give you a few remarks extemporaneously upon this subject, but for the purpose of brevity and conciseness, I concluded to submit my remarks to writing and I am happy to say I shall occupy but a few minutes of your time. (He read as follows):

Your Association at its last annual convention adopted resolutions petitioning Congress for the amendment of the interstate commerce act so as to confer such authority upon the Commission created by the act as will give greater effectiveness to the act, and also to make the rulings of the Commission immediately operative, so to continue until overruled or suspended by the courts. Your esteemed president has invited me to state to you the progress made toward securing such legislation and the prospects in relation to it.

The proposed legislation has been strenuously urged upon Congress during the past three sessions by the various commercial and manufacturing organizations of the country with increasing energy from year to year, but thus far without having secured the reporting of any bill, introduced for the purpose, to either branch of Congress. Exhaustive hearings were held during the last session of the Fifty-seventh Congress before the committees on interstate commerce of the respective houses on bills to this effect then pending which resulted in the reporting of a single section of what was known as the Elkins bill, which was promptly enacted into law and was approved February 19, 1903, the purpose of which was the prevention

of discrimination between individuals, which seems to have been effectual in the prevention of this form of discrimination.

The effort was vigorously renewed at the last session of Congress to secure the reporting of a bill introduced in both houses at the instance of the committee which I have the honor to represent, and known as the Quarles-Cooper bill, for the purpose of preventing discrimination between localities or sections, and between different descriptions of traffic, and also to prevent the continuance of rates unreasonable in themselves; but owing to the opposition of the leading members of the interstate commerce committees of the two houses to any legislation further restricting the power of the carriers to make and enforce such rates as they see fit, it has thus far been impossible to secure action on the part of either committee. A majority of the members of the house committee, however, have individually declared themselves to be in favor of the enactment of such legislation, and it is believed that upon the reassembling of Congress they will insist upon immediate action on the subject on the part of the committee, in which case it is hoped that some bill comprising these provisions will be speedily reported, and, if so, the committee is confident of its passage in the House by a large majority, and there is good reason for the expectation of its passage in the Senate.

While the immediate interest of shippers as such is limited to the prevention of discrimination in its various forms, and they being thereby protected against any undue advantage in favor of their competitors in their own localities and sections, the interest of the public at large extends to the question of the reasonableness of freight charges in themselves considered, and demands protection against the levying of charges at the pleasure of the carriers by means of effective governmental supervision. The country has been confronted during the past four years by continuous advances in rates throughout the country, first by means of a general change in classification, put into effect January 1, 1900, by which upwards of 800 different commodities were raised from a lower to a higher class, and, consequently, subjected to higher rates of freight, the average increase resulting therefrom, as calculated by the Interstate Commerce Commission, having been 24 per cent. This has been followed by direct advances in rates on a number of important commodities of general use from time to time. In reply to a resolution of inquiry made by the Senate in March last as to the effect of the advances in rates of freight made during the preceding four years upon the revenues of the carriers, the Commission reported that the average rate per ton received by the carriers on traffic transported during the fiscal year ending June 30, 1903, was 123½ cents per ton greater than the average rate per ton for the fiscal year 1899, and amounted to an increase in tonnage for the year 1903 of 10.9-10 per cent over what it would have been at the average rate charged in the fiscal year 1899. The report shows an increase in tonnage for the year 1903 of 10.9-10 per cent, with an increase in revenue of 26.6-10 per cent. The increase in revenue for the last year arising from the advance in rates, as compared with the rates in force in 1899 in what is termed "official no criminal statute on the subject, and a pen-classification" territory, on a few important commodities, is stated in round numbers as follows: Hay, \$2,500,000; sugar, \$1,500,000; iron and steel, \$4,000,000; bituminous coal, \$10,000,000. The Commission states that this territory comprises about 65 per cent of the traffic of the country. The report also states that advances in rates on lumber from points in southern territory to points on the Ohio River and north thereof were made in June, 1903, which, based upon the tonnage of the preceding year, would produce an increase in revenues of about \$6,000,000 for the year. It also shows changes made in rates on grain and grain products between Chicago and New York during the preceding four years, from which it appears that the rates in force during the calendar year 1903 were 2½ to 3 cents per 100 pounds higher than during the preceding two years. Rates from other points in the country to all seaboard points are based on rates in force from Chicago to New York. Upon the aggregate tonnage of grain and grain products of the previous years this increase in rates would amount to over \$18,000,000 in revenue for the year. That these advances in rates were wholly unnecessary, notwithstanding increased cost of supplies and labor, is shown from the fact that the net earnings of the railways of the country during the past four years have increased in equal ratio with the gross earnings. In addition to this, great economies in the cost of operation have been effected during that period, the benefit of which has inured wholly to the carriers. In view of this state of facts it is certainly incumbent upon the commercial men of the country to exert their influence to the utmost in the protection of the interest of that portion of the public from whom they derive their business, and upon whom they are dependent for their prosperity, against the increasing exactions of the railways, corporations of the country which are now wholly unchecked except by the natural law of "what the traffic will bear."

Mr. Bacon said that since entering the room he had been informed that the tickers had announced a new advance in rates of 5 to 15 per cent on certain classes of freight from Western territory to the Atlantic Seaboard, effective July 5. The average advance will be about 10 per cent, unless the opposition of shippers proves too strong. (He then continued):

The only means by which this legislation can be secured is by the individual labors of the citizens of the country who desire to see this brought about; by individuals seeing their representatives in Congress, their senators, and making known to them personally unquestionably endorsing the work and expressing its desire that this legislation shall be secured. So I appeal to you as members of the Grain Dealers'



National Association, each of you, to use your individual influence with your representatives in Congress and your state senators. The members of Congress, I am sorry to say, are lined up with the large corporations, especially the railroads, and there is a tendency to resist legislation restraining these interests. I want to say also that there are 235 commercial organizations working toward this end and cooperating in the interests of this legislation.

Mr. McCaull then read the report of the committee on grain improvement. Publication here of this report, for reasons above stated, will be deferred until a later number.

The report was adopted unanimously.

Chas. England of Baltimore then read the report of the committee on legislation, as follows:

The scope of your committee's service has been confined to attention to such matters of legislation affecting the interests of your members as have been under consideration or process of enactment, none of which, however, was definitely determined during the comparatively short term of the committee; therefore, this report can only refer to matters which at present remain undecided, but nevertheless are of sufficient importance to receive the careful consideration of this Association.

In this connection it may not be out of place here to ask your consideration of the fact that it seldom occurs that general legislation is originated and concluded within the official term of any legislative committee, therefore, it is too frequently the case that proposed legislation in which the Association has a vital interest may not under your present system receive proper consideration or may be entirely overlooked by reason of the complete change in the composition of your committee while such matters are under deliberation, or have not reached that stage which brings them prominently before the Association and the committee's attention thereby directed to them. It is the opinion of your committee that this suggestion applies with equal force to all of your committees in their special lines, and we take the liberty to recommend the amendment of the by-laws, providing that, when standing committees are hereafter appointed, in addition to the designation of a chairman, that a vice-chairman be also named, and it be further provided that in the following year the vice-chairman shall succeed to the chairmanship, the naming of the other members of the committee being left to the pleasure of the appointing power as heretofore. By the continued service of one member of the committee as vice-chairman, and subsequently as chairman, the committee will be kept informed of important matters which have not been concluded during each administration, and because the vice-chairman will be under increased responsibility the following year, he will enter into the business with more earnestness, and thereby render greater assistance to the then chairman.

Perhaps the most important legislation affecting your interests is the proposed amendments to the interstate commerce act. Very little progress was made in advancing the several bills introduced in the United States Senate and House of Representatives at the recent session for the amendment of this act, and, in fact, it required a very strong effort by Chairman Bacon, of the executive committee of the interstate commerce law convention, to secure any agreement to have hearings on these bills, and what was accomplished in this direction was very largely the result of the exertion of Hon. John J. Esch of Wisconsin, a member of the House committee on interstate and foreign commerce.

These bills will be taken up at the opening of the next session of Congress, and in the meantime there should be an earnest effort made by this Association, also by its members in their individual capacity, in behalf of the favorable consideration of this legislation. If every member of this organization was fully aware of the comparatively small attention generally given by representatives in Congress to their constituents' real interests and the extent to which their time is devoted to constructing political machines, with themselves as the chief part, it would not be long before you would take up the discussion of these business problems at the place where the trust is confided in the representative and not where he is liable to be influenced by political and other dickerings, and, as is too often the case, where important business questions are played as dice in the game of personal or party advantage.

A bill was introduced in the Senate (4596) by Senator Elkins, and a similar bill (13468) was introduced in the House by Representative Hepburn, which measures apparently only required transportation lines to take up "order bills of lading" before delivery of the property. As this is a general custom, no legislation upon the subject appears necessary, and your commissioner at Washington submitted a brief to which he has referred in his report.

In this connection we call your attention to the "uniform bill of lading" which has been adopted by the transportation lines composing the Trunk Line Association, New England Association, Central Freight Association and the Association of Lake Lines, to go into effect not later than October 1, 1904. As the conditions of this the bill of lading do not appear to guarantee the rights of the owner of the property, it is recommended that it be referred to your commissioner for such action as he may consider advisable for protection of the interests of the members of this Association.

The bill introduced by Senator McCumber in the United States Senate providing for governmental inspection of grain has made little progress and still remains upon the Senate calendar, with little probability of becoming a law. Senator McCumber has delivered his speech upon this measure, which was full of sympathetic regard for the farmer and de-

nunciation of all other interests connected with the grain trade, although at the same time suggesting nothing for the real advancement of the agricultural interests; therefore, his argument is open to the suspicion of being a special plea for popularity with his constituents rather than a work of labor in behalf of the general interests of his country or his state.

In this connection we refer to a meeting held in the rooms of the New York Produce Exchange, January 6, 1904, at which were present representatives from eighteen cities, also several state organizations. This meeting passed strong resolutions against governmental interference with the inspection of grain, and the resolutions were forwarded to members of Congress and others. The resolutions passed by your convention at Minneapolis last October, opposing national inspection of grain, were used by the committee appointed to draft resolutions as the basis of their report, which was adopted unanimously. While your Association was not officially represented at this meeting, two members of this committee, Geo. T. Reed, representing the Boston Chamber of Commerce, and Charles England, representing the Baltimore Chamber of Commerce, were present, and with James F. Parker of the New York Produce Exchange constituted the committee on resolutions.

The appointment of a commissioner at Washington to represent this Association and to watch legislation affecting your interests relieves the legislative committee of some of its heretofore responsibilities. While this change is very beneficial to the Association, it by no means makes it less necessary for the committee to give all matters of legislation its attention, and by cooperation with the commissioner it can render him valuable assistance and the Association receive greater benefit thereby.

Mr. England, referring to the uniform bill of lading, said: "If the members will take up this bill of lading and examine it, I think they would be astonished to find the purport of it. The secretary made a report, touching upon the liability of railroads in handling the property of people that seems to indicate that there is a redress at law, but if this bill of lading becomes operative on the first of October, as proposed, it will become a contract between the owner and the carrier of the property, which cannot be upset by legal action. In the first place, the bill of lading is stamped, 'Not negotiable.' It is required to be signed not only by the agent of the transportation line, but by the shipper. The shipper becomes a party to the contract, not only for rate of freight, but also to all the conditions which are printed on the back of the bill of lading. There are eleven conditions, but there is not one in which any guarantee of the rights of the owner of the property is suggested. Every one of them prescribes some limit to the responsibility of the carrier, and I suggest, Mr. President, that it is a matter of great importance to this Association, and there is no work too earnest to apply to this matter."

The report was adopted, and, on motion of Mr. McCaull of Minnesota the salient features of the report, as well as of Mr. Bacon's report, were ordered printed and distributed to the members.

The resolutions committee then reported as follows, D. Hunter of Iowa presenting the report:

Death has been active in our midst since our last annual meeting, and we miss the following active members:

F. Krause, of F. Krause & Co., Milwaukee, died Oct. 25, 1903.

J. Parker Gale, of Gale Bros., Cincinnati, died Nov. 29, 1903.

Col. C. T. Prouty, secretary Oklahoma Grain Dealers' Association, died Dec. 11, 1903.

Chas. T. Nash, of Nash-Wright Co., Chicago, died Dec. 30, 1903.

Dan E. Richardson, of Richardson & Co., Chicago, died Dec. 24, 1903.

Herman F. Yeager, of E. Seckel & Co., Chicago, died Feb. 23, 1904.

Chas. Counselman, of Chas. Counselman & Co., Chicago, died March 29, 1904.

Frank Baker, of Hall-Baker Grain Co., Kansas City, died June 10, 1904.

Resolved, By this Association, that we deeply regret their departure, and extend to their families our sincere sympathy, and that their names be inscribed on a page on the records of our Association.

#### UNIFORM INSPECTION OF GRAIN.

Whereas, A bill was introduced in the United States Senate at last session, providing for a system of grain inspection, the same to be under the direction and control of the department of agriculture; and

Whereas, At a convention of representatives from the grain trade organizations of the United States, held in New York on the 6th day of January, 1904, resolutions were adopted expressing in a very emphatic manner their opposition to any proposition whereby the grading of grain should be placed under the political branch of government; and this Association, at its last meeting, held at Minneapolis, having placed itself on record in opposition to the proposed legislation, it still believes that the grain trade organizations of the United States, under proper regulations, are fully able to take care of and protect the grain trade interests; and

Whereas, The Chief Grain Inspectors' National Association, endorsed by the Grain Dealers' National Association, have by resolution and otherwise formulated plans whereby the phraseology of the grades of grain shall be made more uniform at and between the several markets, it is

Resolved, That the Grain Dealers' National Association, in convention assembled at Milwaukee, Wis., on this 23d day of June, 1904, endorses the action of the convention of grain trade organizations, held in New York, and recommends to the several exchanges, boards of trade and warehouse commissions, controlling the inspection departments, the adoption of the rules that have been submitted to the trade by the committee appointed at the meeting noted; and further

Resolved, That it is the sense of this Association that the recommendations are the preliminary steps toward placing the grain inspection of this country on such a foundation that will be entirely acceptable to the producers of grain in this country, as well as restore confidence with the foreign buyers of the surplus of our output.

#### CIVIL SERVICE.

Whereas, The business advantages of civil service methods are now generally recognized, and

Whereas, Its members are vitally concerned in correcting present abuses in grain inspection, and in extending the merit system to every state and Board of Trade Department.

Resolved, That the National Grain Dealers' Association endorse this system and urge its adoption in the inspection of grain, whether under state or Board of Trade control, and that the officers of the Association be instructed to influence in every legitimate way the various boards of trade of the country to adopt the system.

Resolved, That all men interested in grain or good government, be urged through members of this Association to attend primaries and work and vote for candidates for Congress who favor civil service reform.

Resolved, That a copy of these resolutions be sent to each member of Congress and governor of each state, and to every board of trade not located in a state where inspection is under state control.

#### INTERSTATE COMMERCE.

Resolved, That the National Grain Dealers' Association, in convention assembled at Milwaukee, Wis., on the 23d day of June, 1904, hereby reiterates the action taken at its last annual convention petitioning Congress to enact legislation to give greater effectiveness to the Interstate Commerce Act, investing the commission with authority to determine what change shall be made in a rate or practice found to be discriminative or unreasonable, and making such determination operative and obligatory upon the carriers concerned within thirty days after notice thereof, so to continue until overruled by the courts, and the Association does hereby renew its petition and respectfully urges upon Congress the enactment of such legislation at its coming session.

Resolved, That it is the sense of this convention that the bill pending in the present Congress known as the Quarles-Cooper Bill, designated in the Senate as S. 2439, and in the House as H. R. 6273, is calculated to remedy the defects of the present law, and we respectfully request senators and representatives from the states and districts represented in this convention to exert their influence to the utmost in every proper way to secure its speedy passage.

Resolved, That copies of the foregoing resolutions be transmitted by the secretary, upon the reassembling of Congress, to the president of the Senate and the speaker of the House, to the chairman of the interstate commerce committees of the respective houses, and also to each individual member of Congress.

#### SEEDS.

Whereas, Seed houses do a large business in the sale of seed grains, and thereby may materially affect the general standard of the crops of grain thus produced, either for better or worse; and

Whereas, It is known that seed thus sold by seed houses does not always possess the merit of type and breeding sufficient to meet the expectations of the purchaser, and in fact often does not tend to raise the standard of the general crops produced. For example, it has been too common a practice for seedsmen to purchase ordinary corn from farmers' cribs and sell the same under special brands, when in fact it possessed no special merit whatever, with respect to type and breeding, and the same is true in regard to other grains; therefore

Resolved, That the Grain Dealers' National Association, now in convention assembled in Milwaukee, this 23d day of June, 1904, does hereby urgently request all firms engaged in the selling of seed grain to adopt a line of business policy that will result in giving more attention to the questions of type, breeding and adaptability, and thereby assist in improving the quality and yield of grains; also

Resolved, That the secretary be instructed to send a copy of this resolution to all the principal firms engaged in the business of selling seed grains in the grain producing states, and also to all the leading agricultural papers of the country.

#### WORK OF AGRICULTURAL COLLEGES.

Whereas, It has been demonstrated by actual experiments that the grain crops of this country have already been greatly improved, and the yields increased by the scientific and practical efforts of our agricultural colleges and experimental stations; and

Whereas, Such institutions and the faculty connected therewith do not receive the financial support to which they are justly entitled; be it

Resolved, That the National Association of Grain Dealers, in convention assembled in the city of Milwaukee, in June, 1904, does hereby declare itself as full appreciation thereof; and be it further

Resolved, That the National Association and the various state associations and the individual mem-



bers shall at all times do all in their power to encourage and promote, directly and indirectly, by financial aid and individual efforts the great work to which these institutions and the individuals connected therewith are committed.

#### DEPARTMENT OF AGRICULTURE.

Whereas, It has been demonstrated by practical results that the department of agriculture, under the supervision of Secretary Wilson, has become a most potent factor in increasing the yields of grain and in the general improvement in farming throughout the United States; be it

Resolved, By the Grain Dealers' National Association, in convention assembled in the city of Milwaukee, in June, 1904, that said department of agriculture receive the hearty endorsement of this Association; and be it further

Resolved, That the Grain Dealers' National Association, all state associations and grain dealers as individuals, should put forth every effort to encourage and support this department, believing that such efforts will greatly benefit the public at large.

#### POOR FARMS.

Whereas, County farms, more generally known as "Poor Farms," have always been a burden of expense to the counties in which they are located; and

Whereas, It has been demonstrated that these same farms can be converted into practical institutions for experimental work in farming and crop breeding; be it

Resolved, That the Grain Dealers' National Association, in convention assembled in the city of Milwaukee, in June, 1904, does hereby recommend that this Association and the various state associations assist by all proper means in promoting this great work upon all the county farms throughout the United States.

#### GRAIN JUDGING CONTEST.

Whereas, Emulation and friendly rivalry is conducive of good results in farming as well as in other lines of work; and

Whereas, The grain and live stock interests of this country are closely related; be it

Resolved, That this National Association of Grain Dealers heartily endorses and strongly recommends the inauguration of a grain judging contest in connection with the National Live Stock Exposition, to be held in Chicago in December, 1904, and that proper committees shall be appointed by the incoming president of this Association, to arrange the details and have charge of such contest. And that if such contest proves of practical value it shall become an annual occurrence.

[Amended upon request of J. L. McCaull to provide that such exhibit shall be styled the Grain Dealers' National Exposition.]

Whereas, The welcome expressed to the members and guests of the Grain Dealers' National Association on behalf of the city of Milwaukee by her mayor, the Hon. David S. Rose, was without qualification in its heartiness and good cheer; and

Whereas, The hospitality extended to the Association by the Milwaukee Chamber of Commerce and citizens of the Cream City has been most lavish and genuine and the delicate and special attention shown the visiting ladies has added much charm to the occasion; and

Whereas, The stirring address of Mr. Guy Goff has imbued our members with a new and stronger inspiration for commercial integrity by its clear and unequivocal statement of principles which form the foundation of any successful superstructure of our business enterprises; and

Whereas, All features of the entertainment of this Association have been carried with that generous quality born of good will so characteristic of this beautiful city and her weather man; therefore be it

Resolved, That the Grain Dealers' National Association, here assembled in Milwaukee, these 22d, 23d and 24th days of June, 1904, do hereby extend to the mayor and those associated with him, the ladies of the reception and entertainment committee, the members of the Milwaukee Chamber of Commerce and the speakers who have so delightfully addressed and entertained us, the heartiest expression of appreciation on behalf of its members and guests; and

Resolved, That this resolution be spread upon the records of this Association, and a copy of same be handed to the chairman of the committee having in charge the plans for our pleasure and comfort.

The President: I think this last resolution should have more than passing recognition and I would desire that we have an expression upon this in the way of a standing vote. I would like for some of the delegates to make a motion to that effect.

Mr. McCaull: I move you that the resolution referred to receive the approval of this Association by a rising vote.

The President: It is moved and seconded that a vote of thanks to the Milwaukee people and everybody connected with this convention who has added to its pleasures be expressed by a rising vote. Are you ready for the question?

The President: All in favor of the same will rise and give Hip, hip, hurrah, for Milwaukee three times.

Motion carried by a rising vote and hurrah three times.

The President: As to the balance of the resolutions as read by the chairman of the committee on resolutions, what shall be done with them?

Upon motion all were adopted.

Mr. A. K. Knappen of Minnesota, secretary of the Western Canada Information Bureau, read a paper on the development of wheat growing in the Canadian Northwest and its influence on the American markets and the milling industry.

Mr. Timberlake of Chicago, for the auditing committee, reported that the work of the secretary-treasurer had been properly done and the amount of cash on hand as reported by him is correct.

The report was unanimously accepted.

The Chair: Before hearing the report of the nominating committee I will say that the directors will be chosen by the different associations, each association naming whom it desires to select from the association. After hearing the report of the nominating committee and the officers are chosen, we will ask for reports for directors from the different associations.

#### ELECTION OF OFFICERS.

Then came a report which the convention had been waiting for with intense interest, in view of the rumors in the lobby that the committee was unable to agree upon a candidate for president and



FRANK M. BAKER, JR., CHICAGO.

in view of the feeling that the presidential contest had created among the delegates.

Chairman Snyder, amid profound silence, reported as follows:

Your committee on nominations beg leave to report that after a number of unsuccessful ballots they are unable to make a unanimous report for the candidate for president of this Association.

We therefore place before you for the position of president of this Association, Mr. A. E. Reynolds of Indiana and Mr. R. B. Schneider of Nebraska, each having received a like number of votes at the hands of the committee.

For first vice-president, Mr. L. Cortelyou of Kansas. For second vice-president, Mr. Daniel P. Byrne of St. Louis.

For director-at-large, Mr. Henry L. Goemann of Toledo.

The Chair: You have heard the report of the committee on nominations. The only contest is for the office of president. It will be necessary in that event for the convention to take a vote upon the presidency. If there are no further nominations is it the will of the convention to have the secretary cast the vote for the candidates who have no opposition? If there are no further nominations, we will, of course, have to proceed in the regular order of balloting.

E. J. Smiley: I move that the meeting adjourn until 9:30 to-morrow morning.

Mr. Hubbard: I cannot see the advisability or necessity of adjourning at this time until 9 o'clock to-morrow morning. We are now 4:27 and have sufficient time from now till 12 o'clock to-night to transact all business. I desire to have the roll called.

The Chair: I don't think it will be necessary.

The motion to adjourn was lost.

The Chair: We will now proceed to ballot for president. It becomes necessary as a point of order that proxies shall be carefully considered. I want to call the attention of the secretary to the fact that no vote is permitted unless he has the

money for the affiliated member in the treasury. If he has, the vote may be considered. I now ask the secretary to name over any delegates there are in the different affiliated associations.

But at this moment, when the tension had increased to the utmost, Mr. Reynolds of Indiana, named in the report, being recognized by the chair, said:

Mr. President and gentlemen of the convention: A very old and very wise saying is that prudence is the better part of valor, and I am sure it would not be prudent for me or anyone else who has the interest of this Association at heart to precipitate a fight that might be avoided. I am sure I would not allow the election to go here if I knew beforehand there would be engendered such animosity as might in the end disrupt this Association. I am sure it would not be prudent of me to say that any state association or affiliated association would withdraw from this Association on account of any defeat that might fall on them at the hands of the voters of this organization. I am sorry that such expressions have been put forth in this convention. I am gratified to state that such expressions have not come from my state or my friends. Since these matters would not be prudent, I am sure it would not be valiant of me to continue a fight that might cause injury to this Association or that might cause wounds that could not be healed on this side of the river or beyond.

For this reason, gentlemen, I might be accused of getting out of the fight while the prize is in sight. Being from Indiana you know we never lay down the gauntlet until we fight it to the bitter end. I would not do it now, but I want to say that every question that arises for the interest of this Association Indiana will do her part to carry forward everything to the interest of this Association, notwithstanding that some may accuse us of interested motives in the contest we have waged.

In view of these facts, gentlemen, I withdraw from this race, doing it in the interest of this Association. In doing so, I wish to thank all my friends from Indiana for their support and for the grand support I have had from Baltimore, from Ohio, from Buffalo, from Toledo and St. Louis and Chicago and elsewhere. I do it, gentlemen, because I feel that there are persons in this organization that feel that the best interests of this Association will be served by allowing Mr. Schneider, with whom I am unacquainted, to become president. He cannot but be a man eminently qualified. If he can cement the differences that exist in the different organizations forming this Association I would be disloyal as a member of the National Association if I stood in the way.

Gentlemen and friends who have stood by me, I thank you. I most sincerely thank you. It has been a great honor to be mentioned as a candidate for the office of president of this Association, as a possible or even a probable candidate for president of this Association. Gentlemen, you have the best wishes of Indiana and I hope you will allow me to withdraw and give to Indiana the honor and credit of doing it for the benefit of the National Association.

When the stunning surprise had spent itself, Mr. Hubbard of Illinois said: It certainly affords me great pleasure to listen to the remarks of the gentleman who has just spoken. It shows me, while I am not personally acquainted with him—it shows me that he is built upon broad and grand principles, that will live long and take into consideration the interests of this Association. It shows under the circumstances a magnanimous spirit to withdraw for the purpose, as he has himself well said, of creating harmony and to prevent any sores that might take time to heal; and I think this convention owes him a vote of gratitude for his magnanimous action. Therefore, I move you that a vote of thanks be extended to the gentleman from Indiana.

The motion was carried by a unanimous rising vote.

Mr. King of Iowa: There being no other nominee before this convention, I move the secretary be instructed by acclamation to cast the vote of the Association for Mr. R. B. Schneider for president of this Association, the rules being suspended.

The motion was carried and Mr. Schneider duly declared elected.

The other officers named in the report were elected in the same manner.

Messrs. Cortelyou, Byrne and Goemann were called to the platform and each expressed his appreciation of the honor conferred on him and pledged his services to the Association.

The following directors were then chosen from the different state associations on call delegations: Ohio, H. S. Grimes; Indiana, A. E. Reynolds; Illinois, S. S. Tanner; Iowa, Jay A. King; Grain Dealers' Union, D. Hunter; Kansas, W. S. Washer; South Minnesota and South Dakota, A. F. Brenner; Oklahoma and Indian Territory, J. C. Robb; Michigan, W. E. Sheldon; Wisconsin, T. E. Torrison; North Dakota, M. F. Swanson; Buffalo Association,



T. J. Stofer; New England Association, Geo. F. Reed.

Mr. McCaull of Minnesota: While all the members are present, and in view of the fact that we have elected a new set of officers, I move you that a vote of thanks be expressed by a standing vote for the very able and efficient manner in which our retiring president has conducted the duties of his office. I am one of those who believe that the position is an absolute detriment to any man; and I am further absolutely certain that any man who acts as president of this Association, or any other association, does so greatly to the detriment of his personal affairs, and it is only due to Mr. Grimes that we express a vote of thanks for the very efficient manner in which he has conducted the affairs of this Association.

The motion was carried unanimously amid cries of "Grimes," "What is the matter with Grimes?" "He's all right."

Mr. Grimes: I should think you would get tired of my voice after hearing it for two and a half hours.

Mr. Warren: It is getting a little squeaky!

Mr. Grimes: I appreciate your kindness in thanking me for doing what I considered my duty and no more. In accepting the office of president I pledged myself to do so; and, gentlemen, I believe I have carried it out as well as any man possibly could.

Mr. Warren: That's a fact.

The Chair: We will now hear from the Association as to the time they desire to hold the next annual meeting of this Association, to give the directors something to work on.

A. E. Reynolds: Mr. President, as a director from Indiana I am not sure we are at this time ready to intelligently report as to the time or what they would like to do. I know they were opposed to holding this meeting at this time, but now some things may have arisen in this meeting which might change their sentiment on the next meeting, and I hope I will not be considered presuming if I offer a motion that this matter be deferred and left with the directors to report after they have ascertained the sentiments of the various associations.

Mr. Smiley of Kansas thought all interests represented should be heard on the time and place of holding the next meeting.

Mr. Reynolds' motion was carried.

The chair introduced Mr. A. F. Leonhardt of New Orleans, who invited the Association to hold its next annual meeting in that city; F. Howard Mason extended a similar invitation on behalf of Buffalo.

Mr. Jones of Memphis: I move you that it is the sense of the convention that the next meeting be held at New Orleans.

Mr. Snyder as chairman declared the vote about equally divided between New Orleans and Buffalo.

Mr. McCaull: In view of the fact that the committee on grain improvements found the committee was rather small, it is thought best to ask that the committee be increased from three to six. I, therefore, move that the incoming president appoint six on the grain improvement committee instead of three.

Vice-President: I will call his attention to that. There being nothing further before the convention, it was declared adjourned by Vice-President Snyder, subject to call on Friday; but no further session was held.

## CONVENTION NOTES.

The headquarters of Rosenbaum Brothers of Chicago was adjoining the convention hall. It was in charge of M. L. Vehon, Fred D. Stevers, E. C. Butz and J. G. Woodman. A very handsome badge



BADGES WORN AT THE MILWAUKEE CONVENTION.

Description—Zahm, pink, blue letters; Burks, ditto; Press, white, blue letters; Reynolds, ditto; Ohio, yellow, black letters; Peoria, scarlet, white letters; Kansas City, yellow, black letters; New Orleans, royal purple, gold letters and metal ornaments; Michigan, sky blue, gold letters and metal ornaments; Rogers, celluloid, red and blue letters; Rosenbaum Bros., white, gold letters and metal ornaments; affiliated delegate, pink, gold letters; "American Elevator and Grain Trade," metal bar and medal pendant; Milwaukee Chamber of Commerce, yellow metal pin; Milwaukee's city badge, red, white and blue silk with oxidized metal ornaments; Chicago Board of Trade, navy blue silk, bronze ornaments.



was given to each dealer and ladies were remembered each day by the presentation of flowers.

The sessions were supplied on Thursday with cigars, with the compliments of A. Gerstenberg & Co. of Chicago.

Very many dealers were interested in the patent grain door of W. L. Shiess of South Chicago, Ill., which was exhibited in the hallway leading from the convention room.

Each of the ladies of the convention, on her return to the hotel on Wednesday evening, found in her room a handsome bouquet of flowers, bearing a card expressing the compliments of Fred Mayer, of J. F. Zahm & Co. of Toledo, Ohio.

T. M. McCord Co. of Minneapolis, Minn., had a very interesting exhibit of grades of grain in parlor B of the Plankinton. It included twenty different grades of barley, wheat, rye and oats and other grain. The grain from which the samples were

others sought comfortable places, of which there were many, for enjoying the trip. Clauder's Band played popular airs. Promptly at 6:30 the boat landed its passengers at the starting point, in plenty of time to take the evening trains home.

Those who tried the "You Can" chewing gum, distributed by C. A. McCotter and L. R. Doud, of the Grain Dealers' National Mutual Fire Insurance Co., hastened to take out a policy insuring against another gift of it.

The Milwaukee Bag Co. entertained in Parlor 483. H. C. Wagner had some of his best stories saved for the occasion and the refreshments served were fully up to the standard of the city's hospitality. Those who represented the Milwaukee firm were F. P. Mann, H. C. Wagner, J. E. Schwab, W. B. Christie and G. Miners.

Almost 100 ladies were taken out for a drive on Thursday morning and later were given a luncheon

gracefully from the dome to be fastened to various points along the walls. The music was furnished by the Lyric Glee Club of Milwaukee and Clauder's Band. As an especial feature, "The Grain Dealers' March," composed by Kirby A. Tallmadge, son of Samuel W. Tallmadge, of the Chamber of Commerce, was played for the first time in public by the band; subsequently a copy of the march was presented to each one present. During the evening a number of receptions were given in adjoining offices. Al V. Booth & Co. held open house and on the second floor L. Bartlett & Son Co. received their friends. Very many visits were paid to the Milwaukee office of Ware & Leland of Chicago. C. W. Leland, manager of the office, received the guests, assisted by John M. Weinand and G. W. Ehle of Chicago. Refreshments were served and a coon orchestra played ragtime airs. Each guest was also presented with a bunch of roses as a remembrance of the occasion. Down on the trading floor, after the crowd had lessened somewhat, there was dancing until 11:30, when the concert closed.

#### THOSE WHO WERE THERE.

Those in attendance alphabetically were as follows, as indicated by the secretary's report:

E. T. Alguire, White, S. D.; R. B. Anderson, Minneapolis, Minn.; F. W. Arnold, Peoria, Ill.; S. P. Arnot, Chicago; F. D. Austin, Chicago; W. W. Alder, Lafayette, Ind.; W. P. Anderson, Chicago, Ill.; Clifford H. Albers, St. Louis; Geo. A. Adams, Kansas City; J. F. Anderson, St. Louis.

J. M. Braddon, Winamac, Ind.; A. H. Bushman, St. Louis; T. B. Baldwin, Washington, D. C.; Jos. Bruce, Marquette, Ill.; Daniel P. Byrne, St. Louis, Mo.; John E. Bacon, Chicago; H. L. Brackin, Rossville, Ill.; A. F. Brenner, Minneapolis, Minn.; S. T. Beveridge, Richmond, Va.; L. Boshier, Armour, Iowa; C. F. Barthouse, Upper Sandusky, Ohio; H. M. Blocke, Milwaukee, Wis.; J. and B. Burger, Milwaukee, Wis.; A. H. Betts, Mitchell, S. D.; W. M. Bell, Milwaukee; Emil C. Butz, Chicago; C. A. Burks, Decatur, Ill.; George Beyer, Decatur, Ill.; A. G. Bower, Brook, Ind.; Eugene Blackford, Jr., Baltimore; Wm. Burke, St. Joseph, Mo.; A. Brockney, Clemons, Iowa; E. A. Brown, Lu Verne, Minn.; T. J. Berry, St. Joseph, Mo.; Douglas Bradley, St. Louis; L. A. Becker, Cincinnati; Max Blumenthal, Cincinnati; Bert A. Boyd, Indianapolis; F. M. Bunch, Chicago; A. E. Bunch, Chicago; A. H. Bennett and wife, Topeka, Kan.; John S. Blakey, Union Grove, Wis.; G. T. Burrell, Chicago; H. I. Baldwin, Decatur, Ill.; J. W. Battorpe, Chicago; E. S. Blasdel, Chicago; Chas. V. Barr, Plainfield, Ill.; E. W. Burdick, Chicago; F. M. Baker, Chicago; J. C. Burrell, Chicago; W. R. Bogert, Chicago; Ed. Burt, Shannon, Ill.; A. J. Brigham, Chicago.

A. C. Carpenter, Sioux Falls, S. D.; S. F. Clausen, Clear Lake, Iowa; H. W. Cronkrite, Battle Creek, Mich.; G. H. Currier, Prescott, Iowa; Homer Chisholm, Cincinnati, Ohio; W. H. Chambers, Minneapolis, Minn.; M. F. Crissman, Manchester, Ohio; S. G. Courteen, Milwaukee, Wis.; L. Cortelyou, Muscatine, Kan.; C. Coughlin, Milwaukee, Wis.; T. C. Crabbs, Crawfordville, Ind.; Ed. H. Culver, Toledo, Ohio; H. Clausen, Fox Lake, Wis.; B. L. Coolidge, Chicago; H. A. Carleton, Cawker City, Kan.; E. G. Cool, Chicago; George J. Cahill, Milwaukee; Robt. B. Clark, Chippewa Falls, Wis.; W. H. Cooper, Indianapolis, Ind.; Jay Chapin, Boston; G. C. Clark, Peoria, Ill.; E. E. Classen, Sturgis, Mich.; P. A. Cummings, Rock Valley, Iowa; James B. Canby, Philadelphia, Pa.; J. W. Cheek, Des Moines, Iowa; W. B. Christie, Manitowoc, Wis.; Frank G. Coe, Chicago; James A. Connor, St. Louis, Mo.; R. L. Condon, Chicago; B. L. Coon, Des Moines, Iowa; Geo. D. Chason, Chicago; W. M. Christie, Chicago; D. A. Carter, St. Louis; F. W. Crane, Boston, Mass.; Geo. K. Carhart, Chicago.

L. R. Doud, Indianapolis, Ind.; M. F. Dunlap, O'Fallon, Mo.; F. R. Durant, Minneapolis; C. H. Dadmun, Milwaukee, Wis.; Frank J. Delaney, Chicago, Ill.; F. M. Davis, Minneapolis, Minn.; S. S. Driver, Chicago; Wm. C. Duell, Milwaukee; C. D. Dillon, Chicago; H. Deutsch, Milwaukee; James B. Day, Hartford, Wis.; John B. Daish, Washington, D. C.; J. R. Dalton, Chicago; John P. Dousman, Du Peer, Wis.; Frank Dequitz, Adell, Wis.; Jas. Daly, Chicago; Geo. H. Davis, Kansas City.

M. G. Ewer, Detroit, Mich.; Charles England, Baltimore, Md.; C. G. Eggly, Berne, Ind.; G. W. Ehle, Chicago; L. Everingham, Chicago; F. L. Evans, Decatur, Ill.; Jerome Elliott, Columbus Grove, Ohio; B. G. Ellsworth, Milwaukee; W. N. Eckhardt, Chicago.

W. B. Foresman, Lafayette, Ind.; Sam Finney, Chicago, Ill.; John Foley, Jr., Milwaukee; John O. Foering, Philadelphia, Pa.; F. A. Fitzsimmons, Chicago; H. A. Foss, Chicago; F. L. Farrel, Chicago; J. H. Frerich, Sioux Falls, S. D.; C. H. Fintel, Genesee Depot, Wis.; J. P. Frank, North Prairie, Wis.; Clark Fagg, Milwaukee; J. J. Fones, Chicago.

S. H. Greulich, Manson, Iowa; W. G. Gooding, Minneapolis; A. Gerstenberg, Chicago, Ill.; S. H. Grimes, Portsmouth, Ohio; Henry L. Goemann, Toledo, Ohio; J. G. Goodwin, Kansas City, Mo.; W. J. Graham, Kansas City, Kan.; B. Gulshen, Odell, Ill.; John S. Garrity, Milwaukee; P. H. Gordon, Palmyra, Wis.; R. J. Greenhow, Vincennes, Ind.; B. F. Greenhow, Vincennes, Ind.; I. W. Green, Middleton, Wis.; J. N. Gilchrist, McGregor, Iowa; W. S. Glibreath, Indianapolis, Ind.

G. A. Hax, Baltimore; K. A. Harper, Van Horne, Iowa; H. Hahn, Le Mars, Iowa; W. D. Hutchins, Farmer City, Ill.; W. J. Hunt, Hartford, S. D.; John F. Howard, Chicago; F. Holtzman, Grant Park, Ill.; W. B. Hatch, Minneapolis, Minn.; L. J. Harbut, Rushford, Minn.; Edward Hymers, Chicago; Gordon Hannah, Chicago; Alfred G. Hertz, Kansas City, Mo.; H. C. Halterscheid, Chicago; Walter Holstein, Milwaukee; S. B. Humphrey, Milwaukee; D. Hunter, Hamburg, Iowa; R. Hoppin, Milwaukee; Frank D. Hinkley, Milwaukee; J. F. Howard, Chicago; J. W. H. Higbee, Chicago; O. E. Holstein, Milwaukee; E. L. Harris, Greencastle, Ind.; M. C. Hughes, Washington, Ill.; H. M. Heberlein, Milwaukee; H. J. Hollister, Lakefield, Minn.; H. W. Hudson, Decatur, Ill.; Z. D. Hanson, Villa Grove, Ill.; G. H. Hubbard, Mt. Pulaski, Ill.; E. Hutchinson, Arlington, Ind.; J. L. Hisey, Muskegon, Mich.; W. M. Hirschey, Chicago; C. Hummerdor, Waupun, Wis.; L. Hutchinson, Sibley, Ill.

J. W. Johnson, New Hall, Iowa; C. H. Jones, Madison,



CAR FERRY PERE MARQUETTE TAKING ON ITS PASSENGERS.

taken was all raised in territory tributary to Minneapolis.

John C. Keller, of King & Co., and Fred Mayer, of Zahm & Co., received their friends in Room 215, and it was reported that those over-weary with convention duties had but to visit them to be refreshed and revived. They also gave jointly to the ladies who attended the meeting, souvenir pound boxes of chocolates.

The rain of early Friday afternoon did not prevent nearly 1,000 people from taking the afternoon ride on the street car ferry, Pere Marquette. The boat left Grand avenue bridge at about 3 o'clock and from then until 6:30 it was plowing through the waters of Lake Michigan, with its load of excursionists out on the decks enjoying the sea breezes, which followed the clearing up of the weather, or participating in the very elaborate Dutch luncheon, which was served with profuse liberality on the lower deck. For the Pere Marquette System there were on board Marine Superintendent W. L. Mercereaux, Secretary Joseph Goldman and General Agent A. E. Snuggs. While the boat was returning to the city, in the forward cabin, Mr. Dunlap, in behalf of President Snyder, presented the members of the ladies' executive committee with a box of roses, with an appropriate speech. Mr. Snyder responded and a short address in his usual brilliant style was made by S. S. Tanner of Minier, Ill. Outside, there was a continual moving about by some of the excursionists, while

at the Pfister House. The arrangements for the ride included the presence of a Milwaukee lady in each carriage, so that no one was left in doubt of the points of interest that were seen on the route traversed. Juneau Park was visited and the Old Soldiers' Home, besides a very large part of Milwaukee's handsome residence district.

The machinery men at the convention included F. J. Weller and W. H. Kaiser, of the Weller Manufacturing Company, Chicago; F. M. Smith, W. J. Scott and A. F. Shuler, representing the Huntley Manufacturing Co. of Silver Creek, N. Y.; G. T. and J. C. Burrell, of the Burrell Engineering and Construction Co. of Chicago; T. F. Reed, representing the Borden & Selleck Co. of Chicago; J. W. H. Higbee and F. J. Luger, representing Fairbanks, Morse & Co. of Chicago.

The promenade concert on Thursday evening was one of the most enjoyable features of the many entertainments which the committee had arranged for their guests. It took place in the Chamber of Commerce, which, together with the Mitchell Building, was illuminated from basement to dome, while over the door of the Chamber of Commerce the word "Welcome" blazed forth in letters almost as high again as the entrance. Two rows of electric lights stretched from the tower of the Chamber of Commerce to the lower corners of the building, and from there other lights were strung to the main entrance. Within the trading room, where the concert was given, twelve rows of lanterns fell



S. D.; C. C. Joys, Milwaukee, Wis.; A. Jacobs, Sturgis, Mich.; Geo. H. D. Johnson, Milwaukee; Chas. D. Jones, Minneapolis; J. O. Jones, Austin, Minn.

John C. Keller, Toledo, Ohio; H. N. Knight, Monticello, Ill.; S. N. Knudson, Mondovi, Wis.; Jay A. King, Nevada, Iowa; H. Karger, Parkston, S. D.; John P. Kilpatrick, Chicago, Ill.; J. A. King, Nevada, Iowa; P. C. Kamm, Milwaukee; C. W. Kassuba, L. Krause, F. Knowles, Milwaukee; H. E. Knapp, Armour, S. D.; W. H. Kaiser, Chicago; Frank Kregg, Chicago; J. E. Knudson, Milford, Iowa; C. C. Kavin, Chicago; Wm. Knox, Whitten, Iowa; J. F. Kendall, Chicago; B. L. Kittle, Chicago; Wm. B. H. Kerr, North Lake, Wis.

F. B. Landers, Decorah, Iowa; L. J. Lederer, Baltimore; F. P. Lint, Kansas City, Mo.; John Larkin, Madison, S. D.; J. A. Loone, Baltimore, Md.; S. Lederer, Chicago; John J. Leonard, Chicago; Claud Loughy, Monticello, Ind.; H. H. Langenberg, St. Louis; A. F. Leonhardt, New Orleans, La.; John R. Leonard, Chicago, Ill.; J. V. Lauer, Milwaukee; J. Lytle, Milwaukee; I. H. Lory, Milwaukee; M. W. Lee, Minneapolis; F. J. Luger, Chicago; L. N. Loomis, Minneapolis; B. A. Lockwood, Des Moines, Iowa; A. O. Lowry, Milwaukee.

H. H. Mathews, Chicago; J. C. Hinsey, Milwaukee, Wis.; C. A. McCotter, Indianapolis, Ind.; Fred Mayer, Toledo, Ohio; D. E. McGaw, Atlanta, Ga.; F. Maegerlein, Sauk City, Wis.; Louis F. Martin, St. Charles, Mo.; H. D. McCord, Minneapolis, Minn.; M. B. Murray, St. Louis, Mo.; F. Howard Mason, Buffalo, N. Y.; M. Q. Merritt, Dwight, Ill.; Chas. McDonald, Baltimore, Md.; J. B. Meiggs, Milwaukee, Wis.; Jas. Meloney, Bloomer, Wis.; J. M. Maguire, Campus, Ill.; J. R. Metzger, Kansas City, Kan.; J. W. McCordle, New Richmond, Ind.; Chas. C. Miles, Peoria, Ill.; J. N. Barnard, Minneapolis, Minn.; Fred Mueller, New Orleans, La.; Major Moberly, Oklahoma City, Okla.; J. W. McCord, Columbus, Ohio; J. S. McClellan, St. Louis, Mo.; T. B. Morton, St. Louis, Mo.; H. C. Moeller, Des Moines, Iowa; P. E. Mithey, Cashtown, Wis.; L. Moshell, Roberts, Ill.; F. R. Morris, Milwaukee; F. S. Martin, Chicago; M. McFarlin, Des Moines, Iowa; Oscar Mohr, Milwaukee; G. A. Martin, Dousman, Wis.; L. S. Major, Milwaukee; H. Murphy, Chicago; F. P. Mann, Milwaukee; W. F. Morgau, Des Moines, Iowa; J. Murphy, Chicago; J. H. McBurney, Cannonsburg, Pa.; A. E. Malsbary, Francesville, Ind.; W. H. Moorhead, Chicago; L. J. Maghill, Lake City, Iowa; Wm. Moedle, Milwaukee; Montague & Co., Chicago; C. N. Mullin, Seymour, Ill.

R. B. Nelson, Topeka, Kan.; J. Nichols, Chicago, Ill.; C. E. Nichols, Lowell, Ind.

James B. Orth, Minneapolis; Eaton G. Osman, Chicago; O. C. Owen, Milwaukee.

Frank Peterson, Hutchinson, Minn.; C. E. Patterson, Battle Creek, Mich.; L. G. Peters, Rock Rapids, Iowa; Clarence M. Pitt, Baltimore; A. R. Pierson, Kansas City, Mo.; B. E. Page, Chicago; F. O. Paddock, Toledo, Ohio; James Pettit, Chicago, Ill.; H. M. Paynter, Chicago; Roland L. Porter, Mukwonago, Wis.; W. H. Perrine, Chicago; Geo. B. Powell, Chicago.

C. H. Quackenbush, Green Bay, Wis.

C. B. Riley, Indianapolis, Ind.; Henry Rippe, Fairmont, Minn.; R. J. Railsback, Hopedale, Ill.; T. F. Reid, Milwaukee, Wis.; A. E. Reynolds, Crawfordsville, Ind.; A. T. Rodgers, Beloit, Kan.; Ed. A. Rippe, Madison, S. D.; J. E. Rahm, Kansas City, Mo.; Oscar J. Ruh, Chicago; Henry A. Rumsey, Chicago; J. W. Radford, Kansas City, Kan.; W. L. Richeson, New Orleans, La.; J. W. Radford, Chicago, Ill.; I. P. Rumsey, Chicago; J. H. Rodebaugh, Buffalo, N. Y.; E. J. Ryan, St. Louis, R. C. Roberts, Decatur, Ill.; D. R. Risser, Vaughnsville, Ohio; John Ross, Lafayette, Ind.; R. G. Risser, Kankakee, Ill.; F. L. Ream, Lonsant, Ill.; James W. Rice, Waukesha, Wis.; Henry Raig & Sons, Chicago; Adam Royhl, Arlington, S. D.

J. F. Swart, Minneapolis, Minn.; A. T. Shuler, Minneapolis, Minn.; T. W. Swift, Battle Creek, Mich.; G. C. Julius Spoerri, Milwaukee, Wis.; E. J. Smiley, Topeka, Kan.; John W. Snyder, Baltimore, Md.; J. T. Scroggs, Beresford, S. D.; E. Strang, Minneapolis, Minn.; W. J. Shanard, Bridgewater, S. D.; J. D. Shanahan, Buffalo, N. Y.; S. H. Simonson, Oak Center, Wis.; S. Solverson, Minneapolis, Minn.; A. E. Schuyler, Chicago; F. M. Smith, Chicago, Ill.; J. F. Sprague, Decatur, Ill.; J. A. Schmitz, Chicago; E. D. Stratton, Peoria, Ill.; W. E. Sheldou, Jackson, Mich.; E. J. Stoffer, Buffalo, N. Y.; J. E. Schwab, Manitowoc; W. D. Sawyer, Milwaukee; E. W. Schneider, Milwaukee; George W. Shepard, Milwaukee; O. A. Streater, Armour, S. D.; Wm. Selover, Seattle, Wash.; Karl P. Schrader, Minneapolis; Geo. A. Schroeder, Milwaukee; Fred D. Stevens, Chicago; F. W. Seele, St. Louis; Wm. W. Shaw, Chicago; T. O. Stauley, Lyon Station, Ind.; Wm. Sink, Markesau, Wis.; Alfred Schaefer, Baltimore; O. R. Sickert, Milwaukee; Thos. Sampson, Buffalo, N. Y.; W. J. Scott, Chicago; W. P. Shan, Colo. Iowa; A. T. Sanders, Fisk, Wis.

W. E. Tompkins, Toledo, Ohio; H. C. Tait, Chicago, Ill.; Bennett Taylor, Lafayette, Ind.; S. S. Tanner, Minier, Ill.; C. W. Thompson, Parker, S. D.; A. G. Tyng, Peoria, Ill.; W. M. Timberlake, Chicago; James Templeton, Templeton, Wis.; Edward Taylor, Montmorenci, Ind.; A. H. Thayer, Minneapolis; A. W. Thiel, St. Paul, Minn.; Thomas E. Torrison, Manitowoc, Wis.; A. R. Taylor, Milwaukee.

M. L. Vohon, Chicago, Ill.; Paul Voss, Echo, Minn.; R. Van Hemert, Platte, S. D.; D. J. Van Ness, Chicago; Jos. G. Voellings, Milwaukee.

R. C. Wells, Baltimore; O. C. White, Chicago; J. G. Woodman, Chicago; J. G. Walters, Chicago; Geo. A. Wells, Des Moines, Iowa; John A. Warren, St. Louis, Mo.; John N. Weinand, Chicago; C. A. Wilder, Laddonia, Mo.; R. B. Watrous, Milwaukee; W. J. Weiner, Economy, Pa.; Wm. Windhorst, Olivia, Minn.; Henry Wissbeck, Milwaukee; John F. Wright, Chicago; H. E. Wheaton, Chicago; G. A. White, Chicago; A. E. Wood, Chicago; J. A. Wesch, Arcola, Ill.; R. C. Wells, Baltimore; F. E. Winans, Chicago; H. B. Wagner, Chicago; A. T. Wallbrecht, Central Lake, Mich.; G. H. R. White, New York; G. M. Willis, Mobile, Ala.; H. C. Wagner, Chicago; E. W. Wagner, Chicago; E. J. Watson, Milwaukee; C. P. Wolverton, Buffalo, N. Y.; A. W. Wilson, Milwaukee; B. S. Williams, Sheffield, Ill.

S. W. Yantis, Buffalo, N. Y.  
Chas. Zehnpenning, Parkston, S. D.

Edward L. Harper, of the famous "Cincinnati wheat deal" of twenty years ago, has filed a petition in bankruptcy at Abingdon, Va. He is president of the Big Stone Gap Iron Co., which was supposed to be very valuable. His liabilities are put at \$838,404.34.

The largest (supposed) field of corn in Massachusetts is a tract of seventy acres at Mt. Hermon. It has rows nearly a mile long, and a man cultivates eight to ten rows a day. This field was fertilized with 200 pounds to the acre of a mixture containing fifty pounds of nitrate of potash, fifty pounds of ground bone, and 100 pounds acid phosphate. This was put in with a planter. The corn at June 24 was 1½ feet high, and looking finely.

## MINNESOTA-DAKOTA ASSOCIATION.

The third annual meeting of the South Minnesota and South Dakota Grain Dealers' Association was held at Minneapolis on June 21. The annual report of President Brenner was as follows:

It gives me great pleasure to state that the condition of your Association financially is in excellent shape. Your membership has been materially increased during the past year, with excellent prospects of a continued increase, and, in consequence, increase in influence for the good of the trade. Your present secretary took hold of the work after the grain buying season was well advanced, which placed him at a great disadvantage, but I am very glad to state that notwithstanding this handicap, Mr. Quinn has demonstrated that he is eminently fitted for the position of secretary.

Considerable progress has been made along the line of ascertaining the sentiment of the commission men of Minneapolis with regard to your Association, and with regard to their attitude toward the regular grain trade as a whole; and I am pleased to state that, generally speaking, the commission men here are friendly toward the regular grain trade. A few we have found who, for one reason or another, take the position that they will accept shipments from farmers, scoop-shovel men or anyone else who may choose to ship them their grain. We, of course, can have no quarrel with them if they believe that it is right for them so to do, neither can they quarrel with us if we prefer to ship our grain to the commission man who is friendly to us and who will do everything he can to protect our interests and will not make advances to nor encourage people that have no proper facilities for handling grain, and that are not regularly engaged in the grain trade. In this respect you can be of much assistance to your secretary by keeping him posted as to such shipments and as to any card bids that may be made to other than the regular trade. This Association cannot boycott nor can it ask you to boycott such firms as are unfriendly to its interests; but there is nothing to prevent your individual action along this line should you see fit to take such action. It should make no difference whether this encouragement of irregular buyers or shippers is at your station or at another; the tendency is to harm the grain trade as a whole and it may strike at your station next. You are entitled to a reasonable profit on the grain you buy, and any person that takes action that may prevent you or your fellow grain buyer from obtaining that reasonable margin is certainly not your friend.

In connection with Mr. J. L. McCaull and Mr. Alvin Pochler, of the transportation committee of the Minneapolis Chamber of Commerce, your secretary and myself recently had a conference with the State Warehouse and Railroad Commission relative to state weights. In some respects the service has been unsatisfactory and we were able to show the Commission evidence of carelessness and other transgressions on the part of the deputy state weighmasters, and we preferred certain requests to them with a view to having the service bettered, and while we have no formal answer as to whether our requests will be granted or not, we are quite certain from the views expressed by the commissioners at the meeting and from what correspondence has been had with them and with Mr. Quist, chief weighmaster, that they will do everything in their power to make the service as perfect as it can be. We expect to continue to keep a watchful eye on this matter with a view to correcting any evils that may appear in the future, and we believe that we may confidently figure on having the hearty co-operation of the department in improving the service.

In regard to the state inspection of grain, the present chief inspector has taken a great deal of interest to have the inspection as nearly even as may be, and certainly he has made very great progress in this respect, particularly in the inspection of corn and oats. There are some points in the reinspection and appealing from the reinspection of grain which to us do not seem right, and we expect to take the matter up with the proper authorities and make an effort to have this matter corrected.

A great many of our members have suggested that some action be taken in the matter of a reciprocal demurrage, and it seems to me that something along this line would be just and right and would be of much benefit to the trade. There is no doubt that at present we are receiving unjust treatment from some of the railroads. A few states, notably Virginia, have enacted legislation along this line, and it is said to work very satisfactorily. The only way that any progress can be made in this matter would be by state legislation or negotiations with the railroad companies, or both; and with this in view I would suggest that you create or authorize the creation of a legislative committee of three or more members for each state to whom this and all similar matters may be referred, and that you give the committee the necessary power to act; and that you authorize your governing board to place such funds at their disposal as may be deemed necessary by said board. In the meantime I believe it would be wise for each of you to interview your present or prospective legislators with a view of ascertaining their views in this matter. In this connection I wish to call your attention to the important concessions made to the Iowa and Nebraska Coal Dealers' Association by the railroads after the coal dealers had caused certain bills to be introduced in the legislature. These concessions, as I understand it, were made by negotiation after the bills had been introduced, and when this agreement had been reached the bills were withdrawn. I do not believe that we should move in this matter through the legislature until we have first exhausted every

effort possible toward adjusting this matter amicably with the railroads themselves. It is not and should not be the purpose of this organization to antagonize the railroads unnecessarily. On the contrary, it should be our purpose to work in harmony with them if possible.

It has occurred to me many times when I have learned of village and city councils putting a per diem or other license tax on box-car merchants, wagon or other peddlers and transient merchants, at the instance and for the protection of the local merchants, what good reason could there be advanced for not putting a tax on the man that uses a box car, an apron and a couple of scoops for an elevator. I can see no reason, if it is just to protect the local merchant by a license tax, why it is not just to protect the local elevator man similarly. I presume, in many instances, the reason for our not having this protection is because we have not asked for it.

Year by year we are having more and more competition, both locally and from the fact that more railroads are built and additional towns opened. In a large portion of our territory, practically all the tillable land is now under cultivation, and many of us are facing the prospect of too many elevators for the business in our territory. Having this before us, I believe we should do our utmost to encourage farmers to raise more bushels on the same acreage by improved methods of planting and cultivating, and particularly the planting of better seed, thus increasing the amount to be handled at our stations, and, in a measure, at least, offsetting the increased competition. It will be better not only for us but for the farmer and the community in general, and we may be sure that the State Agricultural Department will be glad of our assistance and do everything that may be to help the work along. Professor Hayes, of the State Experiment Station, will address you this afternoon on this subject, and I should like to have every one of you present to listen to the address, for I am sure that it will be of benefit to you. In this connection I take the liberty of quoting from the annual address of President King, of the Iowa Association, as follows:

"The horizon of our vision was limited as applied to the grain trade, but as we progress in the work we have a wider range of view. The first thought was more especially of local matters; now we have taken into consideration matters of wider scope. As our work has broadened, our influence for good has increased and the benefits to our membership have become greater."

I take it that one of the most important of these matters of "wider scope" which the Iowa Association has undertaken is this work of crop improvement, and in Iowa much has been accomplished, and Iowa is now ahead of us in this respect; but I trust that in the near future we may be fully abreast of her in this great work. The time is past when we can afford to laugh at scientific or business farming. Land is, and will continue, increasing in value, and the farmer who follows the old slipshod method of scratching the ground and sowing anything in the way of seed and expecting a kind providence to make the weather and other conditions so that he may make a crop is bound to go under. It is another case of the "survival of the fittest." You have a duty, not only to yourselves, but to your farmers and the community in general. Talking this once to a farmer will probably be of very little benefit. You must keep everlastingly at it; ding it into them, morning, noon and night. Interest your merchants and banker, and particularly interest the editor of your local paper, for he can reach them often and more of them than you can. I have had the privilege of reading in advance the very able report of the grain improvement committee of the National Association, of which Mr. J. L. McCaull is chairman, which treats the subject very fully, and I have requested your secretary to have sufficient number of this report printed for distribution amongst the trade, and I urge that you read it carefully.

Secretary Quinn's annual report was in part as follows:

As you are aware, your present secretary's term does not comprise a full year, and conditions were unfavorable when he took up the work of the office, as the crop movement was well under way, and a large percentage of the membership were dissatisfied on account of the unsatisfactory manner in which the work had been conducted the previous year.

Aug. 1, 1903, our membership numbered 139 dealers, operating 692 elevators. To-day our membership numbers 236 dealers, operating 946 elevators, an increase of 97 members and 254 elevators.

There is a large field for increasing our membership, there being in the territory of the Association 420 dealers, operating over 600 elevators, who are not members, though many of them have been benefited through the influence of the Association.

Meetings.—Forty local meetings were held throughout the two states since November 1st, nearly all of which were favored by an excellent attendance, good results being attained in the majority of instances. The primary object of these meetings was to afford an opportunity for dealers at competing stations to meet socially, become better acquainted and establish friendly relations as a basis for future work. In addition to creating cordial relations between competitors my object was to become thoroughly acquainted with conditions in the territory of our membership that I might be able more intelligently to serve your interests.

The meetings the past year developed many complaints regarding the failure of the Minnesota weighing department to note on weight certificates the condition of arrival of bad order cars. In December your secretary addressed a letter to P. P. Quist, state weighmaster, upon this subject, and upon receipt of his reply a copy of the correspondence was mailed to all members with the request that they at once write to C. F. Staples, a member of the Minnesota



Railroad and Warehouse Commission, requesting him to instruct the weighing department to note on all weight certificates the condition of arrival of all bad order cars, and in February we were pleased to be informed that your requests had been acceded to.

**Leaky Cars.**—I take from the records of the state weighing department at Minneapolis the following statement, which discloses a gross carelessness on the part of the shipper and the necessity of improved car equipment. Out of a total number of 154,743 cars received in Minneapolis from June 1, 1903, to May 31, 1904, 16,179 were in bad order, subdivided under different heads as follows: Leaky grain doors, 4,996; leaky cars, 3,073; no seal, 5,301; broken seal, 1,032, and 1,777 with the doors open.

That shippers are careless in the proper cooping of cars is evident, and if you desire to reduce the possible chances of shortages to a minimum, too great care cannot be exercised in determining if the cars placed at your elevators are in a fit condition for the stress they are subject to in transit.

**Bulletins and Complaints.**—It is a fact to be regretted that many of our members do not attach sufficient importance to circular letters sent out by the secretary and which request replies. If you are solicitous of the success of the Association, and we feel sure that you are, you should not fail to respond promptly to all letters of inquiry by giving us your advice and opinion on all matters of general interest to the members. In failing to reply promptly to those letters you are retarding the work of the secretary and impairing the intelligent and expeditious work of the organization of which you are a part.

If we were to write personal letters to each member on matters of general importance it would require unwarranted additional office help and expense. We must have your replies that we may be well advised of the general sentiment of the members on all questions demanding prompt action upon the part of the officers of the Association. If you expect your secretary to give you good service it is absolutely necessary that you report promptly all irregularities existing in your locality, and it is incumbent upon you to file them whenever the occasion arises. The secretary's services are always at your disposal, and you should command them frequently.

#### RELATIONS TO COMMISSION MEN.

I desire to say a few words regarding our relations with the commission merchants. In the main we have been treated courteously by the commission men and many of them have clearly demonstrated a disposition to confine their business to the regular dealer and appreciate the position of those who have their money invested in elevator and warehouse property and maintain an open market for the accommodation and benefit of the farmer and public. On the other hand, I find from data in my possession, there are commission merchants here in Minneapolis who are favored with a most liberal patronage by members of this Association who are evasively encouraging the competition of those who are in a position to injure the interests of the regular shipper and their actions cannot be construed as friendly. I have refrained from advising you of this condition, for the reason our membership was not equal to the occasion until the present time—preferring to take the matter up in a friendly way—and if those commission merchants persist in entering into direct competition with the regular country dealer they cannot consistently expect the patronage of the membership of this Association, who have the right to confine their shipments to those firms who are friendly.

You are familiar, to a greater or less degree, with the success attained by the grain dealers' associations of our sister states, and what they have accomplished is conclusive evidence of what can be accomplished by you through well-directed effort and concerted action.

**Arbitration.**—In view of the fact that complaints have been received at the secretary's office regarding some of our members failing in their contracts and becoming entangled in disputes with receivers, the necessity of the establishment of a board of arbitration with whom all differences between buyers and sellers may be filed for adjustment is emphasized.

We cannot consistently expect the courtesies and consideration of the commission men whose cooperation, in a large degree, is essential to our success, unless we in return give them some assurances of the integrity and fairness of our members. The secretary has been able to secure satisfactory settlements in numerous instances, and has referred one case to the governing board for arbitration.

**Seed Grain.**—The profitable handling of the last wheat crop proved to be one of the most perplexing and difficult problems in the history of the grain trade on account of the enormous amount of low-grade wheat which you had to handle with limited facilities. A large percentage of this inferior quality was caused by smut, and it cost you and your farmer patrons thousands of dollars by loss in grades and decreased yield. That you might guard against a repetition of this deplorable condition we had printed and distributed, early this spring, 30,000 hand bills, outlining, under the direction of Professor Hayes, of the Minnesota Experiment Station, a treatment that would positively eliminate smut in wheat. From the experiences many of you underwent, it is important that the grain dealers must take a more active interest in cooperating with the farmer in his endeavor to secure good seed and improve the quality of their product by raising it to a higher standard of excellence. The maximum area that can be cultivated in our territory has been almost reached. The number of elevators are increasing, while the yield is decreasing and quality deteriorating, and it is up to you to awaken to a full realization of the necessity of seeing that your farmer patrons are supplied with the best seed obtainable peculiarly adapted to their locality.

**Dues.**—On account of sufficient funds on hand, one-third of the dues of the last two quarters was not assessed, it being thought practical to remit one month's assessment for each quarter.

**Finances.**—The finances of the Association are in a

very healthy condition, the total receipts amounting to \$5,860.73, with disbursements of \$4,184.33, leaving a balance on hand June 1st of \$1,676.40. The disbursements have been on an economical basis as consistent with good service to the membership.

**Directory.**—On April 1st, after long and tedious work, we published a directory of all the regular grain dealers in Minnesota, south of and including the Breckenridge Division of the Great Northern, and the whole of South Dakota. Notwithstanding the care given this work errors and omissions have occurred, and it is to every member's advantage to have this directory's information absolutely accurate and reliable, and I desire to ask that you keep the secretary well informed as to all changes in ownership of elevators, that we may be able to give commission merchants up-to-date information through our bulletins, which are issued periodically.

**Reciprocal Demurrage.**—This subject was brought to your attention through the suggestion of one of our members whose letter was incorporated in a circular sent out by the secretary. It has attracted a lively interest and from the numerous responses it met with, the general trend of the replies, with few exceptions, is to the effect that this Association should take some action at this meeting that would result in the promotion of legislation, that would result in improvement of the car service and place the relations of the common carrier and shipper on a more reciprocal basis.

**Legislation.**—The legislatures of Minnesota and South Dakota will convene in their respective capitals the coming winter, and I would urge upon you the importance of having a legislative committee for the purpose of looking after your interests, that all members may be promptly advised of the promotion of any unwise legislation for such action on the part of members as, in the opinion of this committee, the circumstances would warrant.

**Change of Name.**—It has been suggested to your secretary that he bring to your attention at this time the advisability of changing the name of this Association to one more clearly descriptive of the territory included. So far as I can determine there has been no definite boundary established in Minnesota, and the name South Minnesota has been criticised as indefinite, confusing and ill-sounding. In order to make any change of this nature, it will require an amendment of article I, section 1, of the constitution, and if the suggestion meets with your approval we trust you will take the necessary action to-day.

In conclusion, I desire to take this opportunity of expressing my appreciation of the valuable assistance given me by your president and members of the governing board, and to the members for their cooperation and many courtesies I extend my sincere thanks.

The annual election resulted in the election of the following officers for the ensuing year: President, A. F. Brenner; vice-president, E. A. Brown; governing board, A. A. Truax, W. S. Parsons, W. H. Chambers, Geo. Shanard, F. S. Kingsbury and D. Williams.

The resolutions committee reported resolutions of respect to the memory of the late O. T. Huyck, former secretary; and also others, recommending amendment of the constitution and by-laws, adding a member to the governing board, the establishment of a board of arbitration and the appointment of a legislative committee. These recommendations were agreed to, and on motion of W. H. Chambers changes were ordered made in the constitution and by-laws to make the board of arbitration conform to that of the Iowa Association, whose rules were adopted.

The constitution was also amended to extend the jurisdiction of the Association over the territory in Nebraska covered by the C., St. P., M. & Omaha and Great Northern railroads.

The name of the Association was then changed from "South Minnesota and South Dakota" to the "Tri-State Grain Dealers' Association."

#### VAN DUZEN-HARRINGTON CO.

The Van Duzen-Harrington Company of Minneapolis, who a few months ago bought fifteen elevators along the Rock Island System in Oklahoma, has assumed control of the entire country elevator line formerly operated by A. C. Davis & Co. of Kansas City. The newly acquired properties are quite extensive, comprising twenty-four houses in the winter wheat sections of southern Kansas, Oklahoma and Indian Territory. To these houses some six or more will be added in the Rock Island district.

When the Rock Island district purchases were made, the line was placed under the direct jurisdiction of an operating company formed for the purpose with its headquarters at Kansas City, and Charles W. Lonsdale of Minneapolis was installed as manager of the new interests. The more recently acquired elevators also will be placed in charge of this operating company, which will be known as the Home Grain Company of Kansas

City. All the interests, however, will continue to center in Minneapolis and the direction of the business will be under the supervision of the Van Duzen-Harrington offices at that place.

The southern interests of the firm now include in the vicinity of fifty country elevators, located in the heart of the Southwestern winter wheat district, making the Van Duzen-Harrington Company an important factor in the Southwestern grain trade.

#### WM. BURKE OF NEBRASKA.

William Burke of Friend is one of the pioneers of Nebraska, of which he became a settler in 1870, leaving his native state of Wisconsin to take a homestead in Saline County. After wheat had been cut he ran a thrashing machine each fall until 1879, when he rented what was then known as the Granger Elevator, a house with 2,000 bushels' capacity and a horse-tread power. The following year he rented the Walklin Elevator also, which after a few years he purchased, operating it until 1898, when he built the fine ele-



WILLIAM BURKE, FRIEND, NEB.

vator shown in the picture on the opposite page, with a storage capacity of 120,000 bushels.

The elevator proper is 96x34 feet by 40 feet high to the plates with two 24-foot cupolas. On the north side is an annex 18x48 feet in size and 36 feet high.

The basement is 10 feet deep with 24-foot pits for the elevator boots. The basement has a 20-foot wall of concrete and cement floor, so that the elevator is ratproof. There are two dumps with two sinks to each dump, four stands of elevators, three with 6x12-inch buckets and one with 7x14-inch buckets, all on chain belting.

The machinery consists of a No. 2 Victor Sheller and Cornwall Cleaner, one No. 21 Barnard & Leas Grain Separator and Cleaner, one No. 76 Barnard & Leas Oat Clipper and Scourer with a capacity of 1,000 bushels per hour, and 60-ton Howe Track Scale with automatic perforating recording beam.

The engine and boiler house is 36x24 feet in size with brick fire wall between it and the elevator, and contains a 60-horsepower Frost Automatic Engine and 50-horsepower boiler. The steel smokestack rests on a stone and brick base. Power is transmitted to and throughout the elevator by rope.

The office is 18x24 feet in size, divided into two rooms. The scales are the steel frame Howe, with both scales and office erected on a foundation of concrete.

Taken altogether, Mr. Burke's plant is one of the best in Nebraska and does a very comfortable business one year with another.



**NEW WHEAT COMING.**

New wheat from the Southwest began to move about the middle of June. Fort Worth took in her first car from the I. & G. N. road on June 13, and from the Frisco System on June 14. It sold at 85 cents, Fort Worth.

Enid, Okla., bought its first wagonload of the 1904 crop on June 25, paying 62 cents, or 10 cents better than the first load of 1903.

Kansas City received its first car over the Santa Fe from the famous Ranch 101 in Oklahoma, on June 25. John W. Radford, Kansas state inspector, who had been advised several days before of the shipment, was on the lookout and was the first to locate the car. It was found attached to a cattle train which arrived on the 24th. The grain inspecting department graded it No. 2, 60½-pound red wheat, but some of the grains were shrunken. The car contained 1,100 bushels, and the grain was sold at auction on the 26th at 95 cents. Last year

the bushel. It was St. Louis' first car and arrived on June 21. It was shipped by Seeley-Early Grain Company of Waco, Tex., and consigned to the Missouri Valley Grain Company and was auctioned off to the highest bidder and was purchased by Annan, Burg & Co., for United Grain Company of Toledo, Ohio.

The first consignment of new-crop wheat was received in Baltimore on June 24, and registered at the Chamber of Commerce. It came five days later in the month than the first crop of last year, which arrived on June 19, 1903. This year's wheat consisted of three lots of twenty, six and 130 bushels from Lancaster County, Va., consigned to A. Lewis & Son and S. M. Lyell & Co. The wheat was amber in color, clean, plump and, except the small lot, which was damp, in very good condition for first receipt—one lot being very fine. Almost entire absence of garlic was noted. The first sale was made by A. Lewis & Son at \$1.10 per bushel to H. G. Luttergerding. The first receipts last year were also

**IMPROVEMENTS AT KANSAS CITY.**

In reply to the inevitable query, Will there be another grain blockade at Kansas City this crop season? the railway men cite the work that has been done in that city to improve the terminals where former congestions occurred. The core of the situation was in the "South End," where the Santa Fe, Milwaukee, Frisco, Katy, Rock Island, Kansas City Belt Line and other railroads have to exchange cars and place them for standing room. Here the Santa Fe has been making "hump yards" to facilitate switching and transfer of cars, it being estimated that one engine and a hump can handle 1,000 cars a day. Near the hump the grain yards will contain seventeen tracks, each 2,500 feet long. Arrangements have been made so the main line freight and passenger trains will run on other than these grain tracks so the trains handling grain will not be hampered in the least. Five new tracks are also being built at the Toad-a-Loup yards and two tracks to be used only for trains to the stock yards are being laid.

The Milwaukee road's track room has been increased very materially, and this year it will be able to take care of 300 cars more a day than it did last season in these yards. That is, the storage room has been increased that much, without saying anything about the new elevator which is nearing completion and will be all in readiness by July 15. The building, where the grain that is to be transferred at once will be taken, will handle 250,000 bushels daily, while eighteen storage tanks and seven intermediate tanks are being added to the main building. These tanks are of tile, the large ones having a diameter of twenty-three feet, and a height of eighty-five feet. The large ones will stand in rows, nine in a row, and in order that no space will be wasted, the smaller ones are placed in among them. The combined storage capacity of these tanks is 750,000 bushels, so that with the elevator proper 1,000,000 bushels can be stored away there at one time.

The Chicago & Alton has doubled its yards at Lydia Avenue and will be in shape to handle its share of the grain movement. It has also made many additions to its rolling stock in anticipation of a heavy movement. The Kaw elevator on its line has been remodeled and will be able to care for much more grain than it could last season.

The Chicago Great Western, a heavy loser from the flood of last year, has removed all this damage and built additional new tracks.

The Missouri Pacific has one of the largest elevators in the city nearing completion in the East Bottoms, and, besides repairing all the damage from the flood, in addition has more than doubled its East Bottoms yards.

The Burlington also has enlarged its yards and so have the Rock Island and Frisco systems. The former on its new tracks in its Armourdale yards will have much more storage room than before. The Frisco, in its yards between Kansas City and Rosedale, to cost \$1,000,000, has many new tracks to be used for the grain movement.

The Kansas City Southern, at its yards at Crescent and the other a little west of there, can store 1,500 cars. It has five elevators on its terminals and they have been remodeled this year.

**COLORADO GRAIN DEALERS.**

The Arkansas Valley Hay and Grain Dealers' Association, an organization of wholesale grain and hay dealers of Prowers, Bent and Otero counties of Colorado, held its annual meeting at the Commercial Club Rooms at Lamar, Colo., on June 15. The following officers for the ensuing year were elected: President, Charles Maxwell of Lamar; vice-president, F. D. Stoop of Rocky Ford; secretary and treasurer, H. B. Dyer of Manzanola. The above officers, with J. C. Davidson of Las Animas, and John Crozier of La Junta, comprise the board of directors.



ELEVATOR OF WILLIAM BURKE AT FRIEND, NEBRASKA.

the first car of new wheat arrived there on June 29, and sold for 78 cents. Two years ago the first car arrived June 16 and brought 75 1-8 cents. Buyers were not anxious to get this year's grain, because it was not fully matured. J. F. Albrecht bought it. On the 28th ten cars of new crop wheat were sold at auction. One of them, the first of the season, grading No. 2 hard, brought 90 cents. The others brought from 91 to 93 cents.

Minneapolis began getting new wheat from the Southwest on July 1, when the first car arrived. The wheat graded No. 2 hard winter, and sold for 91 cents to a local miller by E. S. Woodworth & Co. "The receipt of this car makes a new record in early receipts from the Southwest," says the Times, "and while there have been some purchases of this wheat to arrive, as our prices are considerably higher than either St. Louis or Kansas City, which points are the natural market for this wheat, it is not likely that much will be received until there is an adjustment of rates which will allow the shipping to this point."

Toledo, by the United Grain Company, made her first purchase of new wheat of 1904 crop on the floor of the Merchants' Exchange, St. Louis, on June 21, and the price paid was \$1.03 per bushel, or equal to a rate of \$1.09 in Toledo. The grain was shipped to Toledo on June 23. The wheat graded No. 3 red and was of the long berry variety. Its color was good and tested 57 pounds to

from Lancaster County, Va., and sold at 93 and 95 cents per bushel.

Four cars of new winter wheat were received at Chicago by Armour & Co. from Missouri on July 6. They were the first of the year and inspected No. 2 red. Last year the first car was received on July 7, from Central Illinois, inspected No. 3 red and sold at 78 cents. This year's first arrivals were not sold, but were offered at \$1 per bushel.

**CONFESSES HIS GUILT.**

The mystery of the burning of Elevator B and other properties in quick succession at Winnipeg has been solved by the confession of arson by one Adolph Taucob. Taucob was a laborer who had been in the employ of the various companies whose property he destroyed after his discharge from each. Having been discharged by the town foreman, he fired the city hall, which was destroyed. The burning of the MacDonald Engineering Company's plant followed, and it is learned that previous to the fire Taucob had also worked for this firm. Then came several smaller fires, sometimes two in one night, followed by the burning of the Canadian Pacific's Elevator B. Taucob had recently been employed by the railroad company. His last exploit was the burning of the Canadian Pacific stockyards barns about June 1.



## CAUSE.

"Mr. Crow," said his mate,  
 "What's the racket so great.  
 In that field by the woods, over yonder.  
 Many crows all around.  
 Have flocked to that ground.  
 Are they holding a 'caucus,' I wonder?"

He replied: "Mrs. Crow,  
 That cannot be so;"  
 And regarded his partner with scorn,  
 As he said with a drawl,  
 "It's no 'caucus' at all;  
 It is only a corner in corn."—E. T. Drake.

## COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

## ASSOCIATION A SUCCESS.

*Editor American Elevator and Grain Trade:*—I did not attend the National Association meeting on account of sickness, but I think the Association a grand, good thing, beneficial alike to the producer and the handler of grain. The Association has accomplished much in the way of good legislation and will accomplish still more in the future in that direction and in many other ways, which will be of great benefit to the producers and the grain trade.

Yours respectfully, M. F. SWANSON.  
 Michigan, N. D.

## CORRECTING AN ERROR.

*Editor American Elevator and Grain Trade:*—We note in your last issue that you state we have sold our elevator in Foosland. As we had not advertised our elevator and have no intention of selling, this item does us injustice, and we are very much surprised that you would print such news without any reason. We did list an elevator that we have a small interest in that is in the western part of the state, and did not even sell that.

Yours respectfully,  
 Foosland, Ill. GEO. A. DE LONG.

[This is one of those unaccountable errors that will creep into the news columns, in spite of the most watchful care, in a manner no one can readily explain, and we feel greatly indebted to Mr. De Long for calling our attention to the error and enabling us to correct it promptly. We trust others in similar circumstances will do the same.—ED.]

## NEW INSPECTOR AT NEWPORT NEWS.

*Editor American Elevator and Grain Trade:*—It is my very painful duty to advise the death of our inspector-in-chief, Mr. Charles B. Tyler, which occurred on the 12th day of May last, after an illness of only a few days.

Mr. Tyler came to us from the grain inspection department of the New York Produce Exchange in 1893, and served continuously as our inspector-in-chief from that time until his death. He was a man of rare intelligence, an adept in his business, and his rugged honesty of purpose commanded the respect of all with whom he was thrown in contact, either in the way of business or socially.

Owing to the fact that the greater portion of the grain exported from Newport News is handled through New York brokers, it has been the invariable custom of the C. & O. Grain Elevator Company to choose its chief inspector from the New York Produce Exchange staff; and in selecting an inspector-in-chief to fill the vacancy occasioned by Mr. Tyler's death we have followed this precedent, securing through the courtesy of our friend, Mr. G. H. K. White, inspector-in-chief of the New York Produce Exchange, the services of Mr. Henry M. Scheer, one of his staff—a gentleman of long experience in the grading of grain, and of first-class ability in his chosen line.

Newport News, in common with all Atlantic and Gulf ports, has been doing but little export grain business for the past few months; however, there has been a considerable revival of trade in the

last two or three weeks, and we hope that when grain generally gets on an export basis, as it probably will when the new wheat crop comes on the market, that there will be a general resumption of export grain business all along the line; and we feel a pride in saying that Chesapeake & Ohio elevators are so well and favorably known to the grain exporters of the country that there is little fear of their not getting their full proportion of all grain exported.

The very short corn crop of 1901, followed by the immature and badly cured corn crops of 1902 and 1903, has naturally occasioned a tremendous falling off in the export of cereals from this country; and what is worse still, has taught the foreign buyers of American corn to look elsewhere than to North America for their supplies of that grain, which they have done with considerable success, obtaining same from Russia, the Balkans and the Argentine; but we are fortunate in the fact that the corn shipped by these countries is far from being as satisfactory to our old buyers as that usually furnished from the United States, and I echo the opinion of our exporters generally in asserting that it will only take one or two "bumper" crops of corn of good quality and condition to reestablish us in the front rank of the corn export countries of the world.

Yours very truly, W. S. UPSHUR,  
 Agent C. & O. Elevator Co.  
 Newport News, July 8.

## ELEVATOR SALES IN ILLINOIS.

*Editor American Elevator and Grain Trade:*—I am pleased to report that Felger Brothers are successors to the Rogers Grain Co. at Saunemin, Ill., and that Mr. Z. Felger, formerly of Ohio, is in charge of the business, having moved to that place and purchased a residence.

Felger Brothers will retain the manager who has been in charge of the business for some time, and the outlook for them is very bright. Prospects of crops in this vicinity with the recent liberal showers are certainly very promising. It goes without saying that I negotiated the deal.

I am also pleased to advise that Shellabarger Elevator Company of this city has recently purchased the Rogers Grain Company's two plants at Gibson City and Harpster, Ill. The plant at Gibson City is, as you know, one of the best elevators to be found anywhere in Central Illinois, and together with the fact that gravel roads reach out into the country from six to ten miles makes Gibson one of the best grain points in the state. Harpster is also a good grain point.

This makes four deals I closed up in June and I have other negotiations on the way which I hope to be able to report a little later on.

Yours respectfully,  
 Decatur, Ill. C. A. BURKS.

## COMMENTS ON THE MILWAUKEE CONVENTION.

[In order to get an expression of some of those present and taking part in the work of the convention of the Grain Dealers' National Association at Milwaukee, the editor asked an expression from a number of gentlemen whose opinion is worth recording, and has been favored with the following replies:]

## From C. A. Burks, Decatur, Ill.

It occurs to me that there is more interest manifested in the Grain Dealers' National Association to-day than there has been at any time.

It is a well-known adage that "Competition is the life of trade," and also the saying is familiar to us all that "All's well that ends well."

It is indeed pleasing that the contest which seemed to be waged and which it seemed was going to be fought to a bitter end ended in such a happy and pleasing manner. It is certainly delightful to know that the Association is starting with such auspicious circumstances during the coming year. This is, to my mind, a bright prospect; and to buyers and receivers of grain it augurs untold good, and the Association should receive the hearty support of the entire trade.

In reference to subjects of special interest, it would be no more than natural for me to state that the trade rules, it seems to me, is one of the most important features of the work carried on by the National Association. It has been said that an ounce of prevention is worth a pound of cure. There seems to be an aim among grain men as a whole to try as far as possible to avoid disputes and misunderstandings. The inquiries that the trade rules committee has each year had, together with the interest which seems to be taken when they are brought before the convention, show that the members of the Association are beginning to realize the benefit derived therefrom.

Probably the most important work of the National is in obtaining, in the arbitration committee, a court of justice wherein the jurors are intelligent and competent men, to pass upon the questions and misunderstandings that occasions creep into. The trade saves attorney's fees, court costs, and then ends such disputes according to contracts, as well as letter. There is no leading grain firm in the country but would rather have its disputes come before this committee than before any court or jury.

Each of the other standing committees is doing noble work; they are bringing about good results; and from what I can see there is no organization that stands better or higher with the railroads, with the legislatures of the various states or with our national Congress than does the Grain Dealers' National Association.

It should be indeed gratifying to the ex-presidents, to the secretary and to the members of the various committees, including the members of the National, to know that such is the case, and the president-elect undoubtedly appreciates the honor which has just been bestowed upon him.

The Association needs, however, the earnest and hearty support of each member and the best efforts of those who were chosen to do committee work. We want to avoid sectional feeling and to lay aside personalities, and not allow any strifes, from any cause whatever, to creep into the deliberations of our annual conventions; harmony is the strength of all institutions and should be ours.

## From J. L. McCaull, Minneapolis.

Circumstances prevented my being in attendance at the Milwaukee convention, except for part of one day. From all that I was able to observe and learn from my friends, the meeting was very successful, and aided very materially in promoting the general welfare.

There are many good things the National Association can accomplish, as for example: Arbitration of disputes between grain dealers; better railroad rates, classifications, equipment and service; better weighing systems in our terminal markets; better trade rules; better yields and grades of grain; better citizenship, by impressing upon the average grain dealer that he is something more than a mere money-making machine.

## From J. W. McCardle, New Richmond, Ind.

I am hardly in a position to give you an intelligent reply to your communication, because I was not in attendance but one-half day. However, the discussions I was able to hear were both intelligent and instructive. No one can deny the fact that the Association is making rapid progress in more ways than one, and ultimately will accomplish all that it has started out to do.

## From W. S. Gilbreath, Indianapolis.

Relative to the last convention of the Grain Dealers' National Association, I would say that the convention, to my mind, was a success, though I think more of the country dealers might have been on hand. The papers read and discussed were all very interesting, and it would have been very hard to choose between them. I await a full detailed report, that I may have the pleasure of going over the matter again.

The thing that impressed me most was the harmonious manner in which all disputes were settled; and it goes far to show the high standard the As-



sociation has set for itself, and it will not fail to impress those outside (grain dealers and others) that the Association is a unit for the general good, and that our individual members can smother mere personal ambition to this end.

The Association's work is certainly deserving all our individual effort at all times; and I, personally, can see the many great benefits that it has been to the trade in general.

**From F. P. Lint, Kansas City.**

In my opinion, one of the principal benefits of the Milwaukee meeting of the grain dealers was that dealers from different sections of the country met together, got personally acquainted and exchanged views in regard to conducting the business in the different sections of the country. This acquaintance has a tendency to promote harmony in the various sections of the country, which will be of great benefit to the trade at large.

The united stand taken by all the grain exchanges and the grain dealers present against the national inspection of grain was also a feature of the meeting, and should carry great weight with our law-makers in Washington, and it would certainly be impossible for a commission in Washington to make a uniform rule of inspection that would be just and satisfactory to all sections of the country.

The discussion in regard to the uniform bill of lading also showed that the grain dealers as a class should demand a bill of lading from the railroads that would be just and equitable to both carriers and shippers, and the officials of the Grain Dealers' National Association should watch this matter closely and see that the interests of the trade at large are protected if a bill of this kind should come before Congress.

**From Henry L. Goemann, Toledo.**

The meeting of the Grain Dealers' National Association, which has just been held at Milwaukee, was, I think, one of the best attended and one that did more good in a general way than any that has ever been held. I believe that the members of the Association at large feel that the Association is accomplishing something for the general good, and there seemed to be an increased interest in who were to be the officers of the Association this year, as was evidenced by the interest taken in the election of those officers.

I believe that the Association will be in a position to do a great deal of good in the future, and I hope that the trade papers will urge through their columns that receivers and shippers of grain everywhere join the Association, thus lending both their moral as well as their financial support to the Association, and with increased financial resources the Association will be enabled to be in better shape than ever before to enlarge the character and scope of its work.

**From I. P. Rumsey, Chicago.**

I consider the annual meeting of the Grain Dealers' National Association, held in Milwaukee, on the 22d, 23d and 24th ult., a very successful meeting. It was very well attended, and by those who feel an active interest in perfecting the best methods of handling the grains and seeds of this great country. It was apparent that all present believed that in the exchange of ideas there is wisdom and realization of the best; the elements of dissatisfaction are weeded out, and the benefit is great and general.

The Hon. G. D. Goff's able address gave added inspiration toward the ideal of manliness and true citizenship. The reports read by the several committees cannot help but be an influence for the better, in both old and young, in the business. They were more fully discussed and approved than in former meetings, and the spirit which prevailed cannot but bring about the best results.

I think the Association is just getting onto a good, firm foundation, and realizing the benefits the future will derive from its national affiliation.

The Association is to be congratulated upon its selection of officers.

As to our reception and royal entertainment by the Milwaukeeans, it has developed in the hearts

of the members and their ladies the warmest affection for Milwaukee and her people.

**From W. S. Washer, Atchison, Kan.**

The Milwaukee meeting of the Grain Dealers' National Association stands as the most successful one of the organization. It demonstrates that the National is to be a success, and a great factor for the broadening and betterment of grain trade relations. The movement for a clean bill of lading and the reports of the arbitration and trade rules committees were of the greatest importance.

The great interest taken in all of the work, the discussions and the large attendance, all encourage one in the belief that the National will grow in importance and usefulness. A man of broad ideas, large interests and fine personality has been elected to the presidency and will work for the success of the Association. Let us hope that all of the members will work toward a large increase in the membership and for the general good of an organization that promises so much of benefit to the trade at large.

**From L. Everingham, St. Louis.**

Having attended the convention at Milwaukee of the Grain Dealers' National Association, I was very much impressed with the personnel of the delegates present. Not only the officers, but the delegates generally were men of marked mental ability, and just such men were needed to intelligently discuss the very important topics and reforms submitted. The sessions were characterized by earnest, thoughtful attention to the subjects presented, which were of great national importance to grain dealers and to the public at large.

**From Chas. C. Miles, Peoria.**

To my mind the annual meeting of the Grain Dealers' National Association, just closed, was a very successful one. It brought together a large number of men who handle grain and in most cases know how to do it successfully. While I do not recall any one great thing accomplished, I am convinced that the questions presented and discussed at the meeting were in a general way of value to the grain trade. The consideration of these matters has already resulted in better things and a continued interest on the part of those most affected will do much toward bringing about ideal conditions in the grain trade.

An important and pleasing feature of the convention was the bringing together of business and personal friends and the forming of new and pleasant acquaintances. Every grain man should interest himself in the Grain Dealers' National Association.

**From S. S. Tanner, Minier, Ill.**

I regard the meeting as the most successful in the history of the National Association. Not that the papers discussed were of more moment or the subjects more ably handled, but every subject was handled with a master hand, and the whole energy of the meeting seemed to be exerted toward the betterment of the Association and personal aspirations and ambitions were laid aside and made objects of secondary considerations. This feeling, and the good accomplished by its prevalence, started the Association along with a new impetus which will carry us into new fields of labor; and the personnel of the membership and of the executive officers will attract new forces who have hitherto held aloof from affiliation.

**From Ex-president H. S. Grimes, Portsmouth, O.**

The meeting was fully up to my expectations; in fact, it was larger in attendance than I had every reason to hope for, but we lacked the element which goes toward making a foundation for meetings of this character, and that was the shippers. We had many more receivers and track buyers than we had shippers (country shippers, I mean), and they are the people whom the Association is largely indebted to for the information that is brought about. I did not anticipate very many at this season of the year, for it is a season

when most people are getting ready to handle wheat, especially in the southern part of this state and the Middle West.

The convention as a whole was a very successful one. Those who were present and listened to the important matters that were discussed and the subjects that came up for discussion were no doubt able to learn many things that will be to their advantage in the future. The mingling together of the members of the organization brought about, as it usually does, more or less individual topics that were interesting to the individual members. That is one of the objects of the organization, for the fellow members to meet and be sociable.

I hope the meeting time will be changed back to its original October dates, as then we would please everybody, as it were. It is just between the corn and wheat seasons in most state and it gives an opportunity to discuss the past wheat crop and the coming corn crop.

### BUCKETSHOPS QUIT.

The Southern California Grain and Stock Exchange, of Los Angeles, on June 11, retired by transferring its accounts to a "successor," as the result of a new city ordinance aimed to drive that species of "industry" out of the city. The successor will operate at Pasadena as long as the authorities there permit.

It is remarked in this connection that "It has been only a few weeks since the California Grain and Stock Exchange suspended as the result of heavy losses. An expert had strayed into Los Angeles from Kentucky, and his 'system' stripped the concern of nearly all its cash resources in a short time."

The star break of the past sixty days, however, was that of the United States Cereal Company of New York, on June 18. It had advertised to pay 150 per cent annually, and, in operation only since last December it is said that the promoter had taken in no less than \$300,000 from various parts of the country, where its literature was scattered and its agents worked like beavers. Hundreds upon hundreds of miners in the vicinity of Shenandoah, Pa., who were lured into investing in the company's "wheat operations" by the inducement of large weekly dividends or profits are among the losers. Willimantic and other Connecticut towns are said to have contributed \$60,000 to the company; Bowling Green, Ohio, \$40,000; the Shenandoah Valley, \$20,000; Madison, Ohio, \$15,000 to \$35,000, and so on.

The company's literature named the following officers: "Orlando B. Blackburn, president, secretary and treasurer International Live Stock Products Company, Produce Exchange, New York; John R. MacKnight, treasurer, formerly with Franklin Everhart & Co., and Frank E. Holbrook, secretary, expert accountant and auditor for the company." None of these men was to be found after the break was announced.

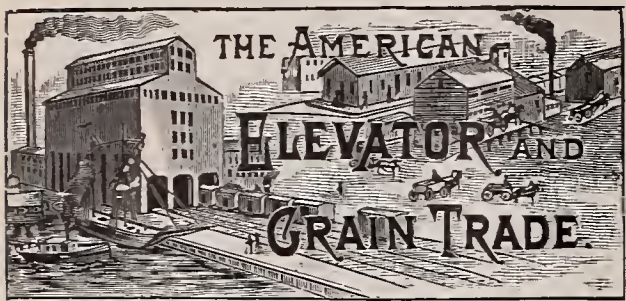
An allied company was Franklin Everhart & Co., both being at 27 William street, and known, in Wall Street's polite and circumlocutory parlance, as "discretionary pools."

Each concern advertised freely in the "Banking World" and the "Cereal World," both "snides" full of bogus advertisements of reputable firms; and when the postoffice department made inquiries and the people who had invested in the company's "wheat pools" were communicated with, invariably the response was that the investors had no complaint to make, as the three per cent weekly profit on the money invested was being received regularly. Without a complaint the Postoffice Department was helpless.

Everhart was also promoter of the U. S. Electric Clock Co., a "gilt-edged investment"—for Everhart; and of the Index Mining Company, with whose shares Everhart offered to settle his other debts.

C. A. King & Co.'s circular, July 7: "Fostoria 'Stock Exchange' has closed. The president skipped. It was merely a branch of a Detroit bucketshop. Next!"





PUBLISHED ON THE FIFTEENTH OF EACH MONTH BY  
**MITCHELL BROS. COMPANY**  
 (INCORPORATED.)

OFFICE:  
 Manhattan Building, 315 Dearborn Street,  
 CHICAGO, ILL.

HARLEY B. MITCHELL.....Editor  
 A. J. MITCHELL.....Business Manager

Subscription Price, - - - \$1.00 per Year  
 English and Foreign Subscription, - 1.60 " "

#### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

#### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, ILL., JULY 15, 1904.

Official Paper of the Illinois Grain Dealers' Association.

#### RECIPROCAL DEMURRAGE.

The position of the railroads on the reciprocal demurrage question leads one to think they have forgotten that they have an existence only because of their potential usefulness to the public. They exercise the power of eminent domain only because their public benefits are so great that this benefit must not be obstructed by a selfish individual who might arbitrarily interfere with their construction, etc.

Now, if this right of the public to adequate and reasonable service at a reasonable price and under reasonable conditions and regulations is to be ignored by the carriers, the grant of eminent domain has been in vain, and the creature of the public has become its master.

Reciprocal demurrage is not an unreasonable demand upon the roads. Nothing of their natural rights as carriers is inconsistent with the enforcement of a law requiring them to perform the services for which they are chartered, or, failing to do so, to make compensation for such failure, just as they require shippers to make compensation when they unjustly, unnecessarily or wilfully withhold cars or deprive the roads of the use of their rolling stock or track facilities, and thereby deprive them of their rightful opportunity to earn dividends.

But interstate laws governing carriers are difficult to secure from legislatures and still more so from Congress, which procrastinates naturally, and, as one might say, maliciously. The example of the Ohio Shippers' Association is to be commended, therefore. This organization started in to put down the legislative screws on the roads pretty tight; then the roads "arbitrated"; and the result is a reciprocal demurrage agreement has been reached without the interminable delay of state legislation, and

is now in force: and a basis also has been established for making a state law that will, when enacted, be fairer to both the roads and the shippers than would probably have been any law pushed through a legislature by more or less irritated shippers when fought by angry railroad lobbyists. Conciliation is the best weapon when both sides are willing to meet each other half way.

#### THE MILWAUKEE CONVENTION.

The Milwaukee convention of the Grain Dealers' National Association was a successful one, not because it was well attended, nor because its proceedings were interesting and the social features pleasant, but because it was then and there demonstrated that the Association has become a permanent influence, so useful, actually and potentially, that the grain trade of the United States cannot afford to let it die or to fall into a decline.

Twice during the session the Association, in its present, or in any form, was in jeopardy—first, when the controversy over the delegates' voting power threatened to change it organically from a grain shippers' to a receivers' association by giving the "regular" members twenty times the voting power of the "affiliated" members; and, later, when the politics of the annual election threatened a split on sectional lines, with withdrawals of the other section should either's candidate prevail.

Common sense prevailed in both crises—aided, at the final moment, by Mr. Reynolds' magnanimous withdrawal of his name as a candidate in the interest of harmony. While, no doubt, the muttered threats of the withdrawal of certain state associations would probably have gone no further than threats, had the election proceeded to a trial of voting strength, yet Mr. Reynolds' speech of withdrawal, coming, as it did, at the psychological moment, had the effect of immediately dispelling the discontent as a brisk breeze dispels the mists of morning, and of instantly restoring the true esprit de corps which should and now does dominate the Association.

Strong as this experience demonstrates the Association is, there is one thing more needed—something to awaken the country shipper, the affiliated member, to his duty to it beyond paying his dues. The deadly indifference of many country shippers to all the means that state and national associations put at his disposal to benefit him or the conduct of his business was seen at Milwaukee, as it always may be seen on like occasion, in his absence from these meetings. If he would but "loosen up" and attend these state and national meetings oftener, this constitutional habit of a good many dealers of trying to pull the feathers off the eagle of a silver dollar before they let it go for association expenses would correct itself—and them.

With this number the "American Elevator and Grain Trade" enters upon its twenty-third volume. Most newspaper men, not of the "yellow" type, consider it rather immodest to blow their own horns too loudly; but that need not prevent the suggestion that if a grain dealer can get more for a dollar than twelve monthly

numbers of a paper like this one, we'll have to move to Missouri and get a guide.

#### UNIFORM INSPECTION.

The exchanges of the country have not, in direct terms, "turned down" the Chief Grain Inspectors' National Association's recommendations looking to the uniform grading of contract grain; but some have, in fact, done so by the facile but rather specious claim that the inspection must be adjusted to the needs of the various markets.

Of course, it must; but that is not the point at issue, as the inspectors see it. The question they present is whether No. 2 corn, or No. 1 Northern wheat, e. g., shall be one thing at Chicago and Duluth and a different thing when it reaches the miller or exporter at the seaboard and the consumer abroad.

Realizing that it is to the profit of the shipper to grade his stuff as low as the rules and the inspector will permit, and that this ceaseless hammering of the grade is bringing our export certificates into such disrepute that it is only a question of time before they shall become worthless abroad, the inspectors have suggested a way to put a stop to this hammering by recommending a set of rules that are based on fair averages of the grain at their natural primary markets; and these recommendations only need adoption by the exchanges to create national standards of export grain that will be universally recognized as fair, and have no reference to strictly local conditions whatever.

Their adoption would not prevent any market from adopting rules to suit the local peculiarities. They simply create national standards for contract grades that ought to be the same everywhere; but are not, simply because it is profitable for the mixers and sophisticators of grain to deliver a cheaper grade of stuff as contract when the rules and the inspectors permit it.

#### GRAIN INSPECTION IN CANADA.

The attention that has been drawn to the bill in the Canadian parliament to amend the grain inspection law discloses the partisan influence that taints the opposition to amendment of the law as it now stands. The Canadian Northwest is the enfant terrible of Canada, politically speaking, whose handful of discontented farmers, with votes and a pugnacious spirit, dictate the laws governing the Dominion's commerce in grain, although the only farmers in evidence are but a small contingent of the great body of those making the Northwest itself and the Dominion as a whole.

As the law now stands, one set of rules directs the inspection at Winnipeg and Ft. William and another at Toronto and Montreal, and the effort of the East to be allowed to stand on an equal footing with the West is sharply resented by the handful of "grain growers" of the West, whose radicalism is, like that of most social radicals, based on an ignorance of conditions that tends to defeat itself by unwarranted and harmful interferences with the natural trend of commerce. Nevertheless, the government having gotten control of the inspection, it will assuredly not yield to the Boards of Trade petition to return its control to them. What



should be done by the latter, then, is to make the best of a bad situation by an endeavor, while the bill is in parliament, to strip the law of its radical features and its useless and entangling red tape and reduce it to a system fair to all. In other words, the East should take what it can get, since it can't get what it wants.

### ASSOCIATION ORGANIZATION.

There is a growing suspicion that the federated form of state organization recognized by the Illinois, Indiana and Ohio state associations is not so desirable as the more consolidated system in vogue in Iowa, Nebraska and Kansas. In Illinois, and also in Ohio, the existence of local associations, although affiliated with the state associations, has not been found entirely unobjectionable from the state association's point of view. The loyalty of members naturally binds them more strongly to the local organization in preference to the state association, which is thought of, in a way, as a more remote influence than that immediately at hand; and the state associations suffer therefrom to a certain extent. In the trans-Mississippi states named the state associations are supreme, the necessities of neighborhoods, always ephemeral to a greater or less extent, being protected by local meetings called by and held under the immediate direction of the state secretary whenever necessary. This form of organization has been remarkably effective in safeguarding local interests, while at the same time building up strong and forceful state associations.

### THE UNIFORM BILL OF LADING.

In addition to what is said in several places on other pages in reference to the proposed uniform bill of lading, the legal aspects of the document were noted by Attorney Levy Mayer in his address at the Annex conference, which should be remembered. The common law, applied to common carriers' responsibility, is that only "an act of God," or the act of the public enemy, or of the state itself, or the natural defects of the goods themselves, can relieve the carrier of its liability for loss of goods in transit. All published tariffs include this common law liability and mean that the freight rate includes such liability. What the railroads seek now is that the Commerce Commission shall permit them to publish a tariff, called the uniform bill of lading tariff, which will make a lower rate when by signing the bill of lading the shipper waives his right to recover for loss. Unless the Commission grants the roads this privilege of "publication," the uniform bill of lading could not be enforced, even if signed by the shipper, since under the Elkins law "unpublished" rates of whatever sort are illegal. But if this second rate is "published," and the shipper accepts its conditions by signing the uniform bill of lading, a contract is thereby executed which would be binding upon the shipper.

Aside from the abrogation of the common law as to carriers, which it proposes and which is bad per se, the uniform bill of lading is objectionable because (a) it would develop a system of discrimination against the small shipper, who would hardly dare to waive his insurance on grain in transit to get the lower rate,

whereas the big shipper would do so, more especially as railroads have a habit of always "protecting" their big customers in any event; and (b) the waiving of insurance by the small shipper would immediately deprive him of his banking facilities, for the reason that country bankers would certainly refuse to advance money on or handle drafts against uninsured grain; which fact is (c) further emphasized by the condition that the uniform bill of lading shall be "not negotiable."

There is hardly a point of view for the shipper from which the uniform bill of lading is not iniquitous and grain dealers should lend every possible assistance to the American Shippers' Association in its effort to kill it, both by appeal, first, to the railroads themselves, and, failing there, to the Commerce Commission and the courts. For, once in force, the uniform bill of lading would assuredly, in the course of time, practically destroy the independent country grain business and throw it into the hands of the "big men" exclusively.

### AMERICAN SHIPPERS' ASSOCIATION.

Without presuming to instruct a body of men who without doubt understand what they want, one confesses to an anxiety that the American Shippers' Association, organized in response to a demand for action on the uniform bill of lading, may dissipate its opposition to that obnoxious document by attempting too many other things. Undoubtedly an organization to take cognizance of transportation questions generally would be desirable; but at this moment what the grain trade wants, and all the delegates from the Grain Dealers' National Association to the Annex conference were authorized to do, when appointed in answer to a call for coöperation for a specific purpose, is to throttle the uniform bill of lading. It is sincerely to be hoped, therefore, that the American Shippers' Association will attend to that duty first; and then its subsequent aims and purposes will be duly considered by the grain trade associations, which are naturally in sympathy with the broader movement.

### ST. LOUIS WEIGHTS.

The weighing department of the St. Louis Merchants' Exchange has given notice that "hereafter all certificates issued by that department will give the actual weight of grain unloaded." In other words, the arbitrary dockage that has been made in that, as in many other markets, from time immemorial, is now abolished—"graft," legalized and illicit, has ceased at the Merchants' Exchange grain scales—the final triumph of the Exchange's efforts of the past year or more to give shippers to that market their dues in every particular.

St. Louis has been rather severely criticised in the past because of her former lax methods and her slowness in getting into action to reform them when called to her attention; but that criticism is now obsolete. The market should rather now be commended for its vigilance in its patrons' behalf and its unmistak-

able purpose to put a stop to every complaint that shippers might rightfully make. The market has redeemed itself fully, and should receive full credit for having done so. This journal, which has not been without its preachments in the past to its St. Louis friends on this score, delights now to extend the hand of congratulation and to commend the members of her Merchants' Exchange and their methods to the kindly consideration of shippers everywhere.

### CIVIL SERVICE IN ILLINOIS.

The fact that both the great parties in Illinois have committed themselves to civil service reform in all state institutions and the public departments does not relieve the voter from seeing to it that only such legislators are elected as will pledge themselves to support reform bills.

Politicians, large and small, are notoriously indifferent to their pre-election pledges after their seats have been gained. "Do it now" is the spirit that should animate all business men who realize the necessity of this reform. Get at your legislative candidates before they are nominated. Pledge them to vote for civil service in the grain office before they become candidates, and try to beat them for nomination if they will not make such a pledge in form and place to make it binding after election.

The trade doesn't want any more "monkeying" with the Illinois inspection department, such as it has seen for the past twelve years; and there is only one way to stop it permanently.

So, too, in Indiana, the grain dealers should take a personal interest in the effort to secure a law creating a railroad commission and reciprocal demurrage. Don't stop with talk only—go to work to elect the men who will help you next winter.

### INDIFFERENCE OF DEALERS.

It was Carlyle, we believe, who remarked that "mankind is as lazy as it dare be." No one who undertakes the management of any association "not for profit" needs be reminded of the truth of the saying.

Members of the grain trade associations, at least, are all on the qui vive as to their work when there is something doing in their immediate neighborhoods; but they sink into somniferous indifference when the storm has passed around or beyond them. The present popular shibboleth, "Not for self, but for all," by easy relaxation then becomes, "All for self; t'ell with the rest."

The work of sustaining the trade defenses always falls upon the few, while for the many the giving of a "tenner" for expenses annually is like yielding up blood. Some go so far as to neglect even to expend the labor necessary to answer a secretary's crop enquiry when he furnishes return postage and stationery.

But this always has been so; it always will be so; and secretaries and governing boards must accept the inevitable and do the work in spite of the laziness and indifference of the mass of dealers who should support them with money and counsel.



## EDITORIAL MENTION

At any rate, the Governor can swing an ax all right.

All's well that ends well; and all ended well at Milwaukee.

Besides its other iniquities the uniform bill of lading would lift freight rates just 20 per cent.

The convention season is about over. It has been interesting, but somewhat wearing on the system.

Kansas floods sent cash wheat to a dollar in Minneapolis on July 9; and still Kansas does not raise all the winter wheat this year.

The Illinois Grain Dealers' Association's new directory of regular dealers, receivers, brokers, line houses, etc., of Illinois is now ready.

Secretary Miller of the Nebraska Association on July 1 issued his revised list of regular grain dealers in that state for the current half year.

Get your corn cribs in order before the crop is ready to store. Set an example to your patrons by building the right kind and keeping them in repair.

"Interior shippers, try to make bread, not glory," says King & Co. But what if they prefer glory? Some seem to, you know; or, at any rate, that's all they get frequently for a season's work.

The Michigan Hay Dealers' Association's annual meeting will be held at Lansing on Thursday and Friday, August 4 and 5. A good program is being arranged, and an interesting and valuable meeting may be expected.

The "old line" fire insurance companies are making some slight reductions to get "gilt-edged" country elevator risks. They might make a still larger reduction before they could reach the figures the mutual companies get for risks they approve of.

The South Minnesota and South Dakota grain dealers have formally adopted arbitration as a fundamental principle of association work. And thus a principle, that five or six years ago was looked upon as the "fad" of a few, is rapidly becoming the defense of the many.

A North Dakota Pink Paper sagely remarks in defense of the McCumber bill that, "Minnesota grading does us injustice. Their grading permits a certain class of speculators, called mixers, to manipulate the wheat after it has been graded, in such a manner as to make lower grades pass to a higher one." Suppose it does; how can that fact injure the farmer? If he

did not haul to the elevator the lower grades there would be none to use in mixing.

The Federal law providing for the examination of grass seeds for adulterations went into effect on July 1; but as the only penalty for violation of the law is publication of the names of the persons by whom sophisticated seeds are offered for sale, it will hardly do much toward correcting the evil of adulteration.

The uniform bill of lading has but one feature to recommend it—it is required to be written with ink or an indelible pencil. The slipshod methods of making bills of lading now in vogue are scandalous; but isn't it rather "crowding the mourners" to effect a reform in the heroic way proposed?

Desperate situations usually require heroic remedies. The Grain Dealers' Adjustment Company recently organized at St. Louis by shippers to the Southeast, with its 80 or more members and \$8,000 annual income, ought to be able to reduce that trade to something like order and inject something of business method into that section of the country.

A farmer's mentor advises him to make different grades of his hay at harvest time by putting the different kinds in separate mows or stacks. This is sound advice; but how many farmers will follow it? They know they can fool their critters and make them eat what they give them; and they believe they can fool the hay buyer in the same way. Sometimes they do; but if hay buyers would disenchant them more frequently the farmers might become more particular when making hay thereafter.

A party of government engineers recently made a tour of observation through the old I. & M. Canal in Illinois. If this canal's locks, of which there are about fifteen, if we remember rightly, were enlarged to the size of those of the Hennepin Canal, to be opened next season, a continuous waterway of quite large size would cross the state of Illinois from Chicago to Rock Island. The expense of such enlargement and dredging of the old channel would be far less than the cost of canalizing the Illinois River, and the channel made would answer all purposes of a waterway competing with the railroads and would reduce freight rates in all the northern half of Illinois very materially.

A whole lot of bucket-shops quit during the past thirty days; but what of it? Others will take their places. The gambling spirit—the haste to get rich—pervades the entire nation; and, what is more, it receives little discouragement from the non-gambling public, which seems to take it as a matter of course; the difference between a bucket-shop and a branch of a Chicago commission house is too fine for the bucolic mind to grasp. Yet when the small country town goes to bucket-shopping, not only do the players end by going broke, but the tradespeople who do a credit business go broke, too. A bucket-shopping town, like one that permits slot machines or public gambling in any other form, is one of the hard places of

earth to collect debts in. And yet these same merchants rarely protest or raise a hand against the curse that is devouring them.

The Minnesota Railroad Commission has given notice that hereafter warehouse receipts may not be issued by grain elevators unless the grain is actually in the house, under full penalty of the law, which is loss of license and fine of \$1,000. Free storage (?) is likely to become an expensive luxury in that state.

When Montreal started to build a municipal, or public, elevator the hope was expressed that it might be a step in the direction of a true public elevator, such as hardly exists on the continent, but the performances of the Harbor Commissioners thus far are, after two years or more, rather disheartening. Their procedure has been puerile, with its petty squabbles and delays; and now when the house is completed and about ready to take in grain, lo, one of them rises up with the proposition to tie the tanks with rods to prevent their spreading! Life is too short for municipal elevator experiments on the Montreal plan; and if the management of the house should be of the same juvenile gauge as its construction has been directed by the Commissioners, it will afford the hoi polloi some great fun in the future.

"It is one of the conceits of the age to deplore our politics and laud our commercial prosperity," said Guy D. Goff in his address to the convention at Milwaukee. "The representative business man as we find him to-day is too often the basis of bad citizenship, because he is too much absorbed in his own pursuits to take proper interest in civic duties. He is, therefore, too often the source of corruption, because, as a rule, political evils strike first in high places. If the business man has failed in politics it is because of his bad citizenship." He ignores practical politics, except when he's "after something," and piously deplores the wickedness in public places, that he makes no effort to correct. Or he often is looked upon with suspicion when he does try to do his duty and has his motives questioned by his associates less patriotic.

A congressional commission has been going about the country trying to find out why there are "no American ships on the high seas." It does not appear that anyone but "Jim" Hill has had the assurance to say, "Because it doesn't pay." Ocean freights have been, as a rule, too cheap to tempt Americans into the foreign carrying trade, for they could make better use of their capital in other lines of business, and so far as appears from the meager reports of the testimony published, only the ship builders have a solution for the conundrum—absence of subsidies. Someone ought to cite the experience of France in this sort of subsidy-mongering. Her bounty-fed ships carry American grain at a nominal freight to England and France "pays the freight" without getting even an indirect benefit. The ship subsidy delusion, like that of building ship canals across the prairies and perpendicular to the tracks of commerce, is one that it is hard



to cure—there's too much "dot" in it for some-one.

The committee of the Canadian parliament having the grain inspection bill in charge has adopted a section prohibiting the mixing of grain in terminal elevators, which shall go out as graded in, and any deterioration of quality while in store shall be noted on the face of the certificate, but the grain cannot be regraded.

A systematic effort is being made by the government and the Wahl-Henius Institute of Chicago to improve the quality of brewing barley grown in this country. The brewing and malting industries are much interested in this work, owing to the steady decline in the quality of this cereal of recent years. Our best barleys have been grown on comparatively new but well subdued lands; but as these are disappearing with more or less rapidity, with the influence named on the barley of the country, the problem of betterment becomes an interesting, not to say an acute, one. Just at this moment the question is under inquiry and undecided whether this improvement may be best subserved by introducing foreign seed or distributing to our farmers carefully selected American seeds.

The Indiana joint convention of millers and grain dealers, held last month, did, indeed, as Mr. Grimes reminded us at Put-in-Bay, point a way for settling the annual dispute between these buyers of winter wheat, which shall be equitable. The millers must have wheat; and on a pinch they could probably pay a little more for it than the grain buyers could afford to pay for the same grain. But the neighborly thing is to let the miller buy as his necessities require at a price that is right. The mill helps the local market in several ways, and the grain dealer gets his share of that general benefit, whatever it may amount to, and should be generous to his neighbor without being forced to divide with him; especially as he might go into the grain business himself.

The Northwestern Farmer of Winnipeg, a stickler for nonsophistication of Manitoba wheat in transit and a determined opponent of the legal right to reinspect Manitoba wheat in Canada after it leaves Ft. William, very inconsistently says, speaking of the American Chief Grain Inspectors' recommendations for uniform grades and inspection:

It seems to us very unfeasible that any set of standards of quality and consequent price can be constructed that would give permanent satisfaction. The spring wheat of the Red River states and that of western Canada could, if desired, be judged by the same standards, but how could Washington, California, Texas and North Dakota, while growing wheats with altogether different characteristics, combine to produce a standard of quality that would be of any real value? Academic oracles at Washington, D. C., may do some talking about uniform standards, but practical men will not need them and are very unlikely to bother with them.

Of course, Sir Oracle; but can you give us any reason why a sage cheese in Winnipeg should not be a sage cheese in Montreal? That's what you want as to your wheat. Why is it "unfeasible," on this side the line, to inspect

No. 1 Northern that is sold at Duluth on exactly the same lines at Chicago when it gets there and on the same lines when it leaves Chicago and again when it reaches New York? What uniform inspection means, in the hands of its friends, is that No. 1 Northern shall be the same wheat exactly in Duluth, Chicago, New York and Liverpool. Is there anything essentially wrong, unjust, impracticable or "unfeasible" in that? If so, "show us."

While some few farmers' elevator company reports for the half year are favorable and show profits, it may be noticed that an unusually large number of these concerns are getting tired and are selling or leasing their elevators and abandoning active business, especially in the Northwest. Rows with agents, rows among the stockholders and other features of co-operation "not on the bills" may account for this tired feeling. One feature of the Hoffman report from Kansas should be satisfactory to the trade generally, showing, as it does, that the expense of handling grain is above 2 cents per bushel. As in Illinois a large part of the corn is handled on that margin, which includes dealers' profit, the farmer cannot be very badly "robbed" in this state, nor in the West, either, where the margin is not often above 3 cents.

A bill has been introduced in Congress by Representative Overstreet of Indiana, which provides that the act to regulate commerce shall apply to all cars engaged therein, whether owned by the railroads or by private owners. Although the present Congress may not enact much legislation looking to the improvement of the interstate commerce act, such a measure as this ought to get a hearing. It will have no political bearing and would be of such general acceptance as to rather improve than injure the political prospect of any of the members. The private car evil, says the Engineering and Railway Review, has been so frequently and so clearly demonstrated that there remains practically nothing more to be said about it, except that the sooner it is brought under the oversight of the Interstate Commerce Commission the sooner will very many of the evils in connection therewith be overcome.

The first case that has come to our attention where a grain company has been successful in a suit against a railroad for damages sustained by reason of failure to furnish cars when needed, is reported from Van Wert County, Ohio, in which the C. N. R. R. Co. was mulct in the sum of \$500. This is encouraging, not so much that a judgment has been given, as because it is an evidence of court opinion of the merits of a matter that ought to be settled by reciprocal demurrage laws. Yet it must not be overlooked that reciprocal demurrage laws should not be framed to limit the shipper's loss to a merely nominal sum. The actual damage sustained by the shipper might be vastly greater, and the actual damage should not be waived in lieu of a petty \$2 per car per day or any reciprocal sum claimed by the roads as their damages for delay in unloading; for the damages are not parallel by any means. The demurrage paid the shipper for delay must be treated solely in the light of a judicial judgment

of "smart money" or exemplary, and not the entire actual, damages, which must still be held to be as now, a matter for proof by evidence of the actual loss. The Mississippi Railroad Commission, granting the petition of the Lumbermen's Association, has decreed that the railroads shall pay for delayed freight the same amounts as are now taxed for delaying cars. That may be fair for lumbermen, whose stuff is not perishable, nor does it fluctuate greatly or quickly in price; but if a grain dealer's total allowable damages for delayed shipments were limited to the sum taxed against him for delaying cars, the "reciprocal demurrage" would soon become, as Mr. Ingalls used to call it, a "damned barren ideality," with a vengeance.

So Minnesota is getting tired, too? The Pioneer-Press says:

There appears to be a general belief among the grain dealers of the Twin Cities that the law making the Board of Railroad and Warehouse Commissioners elective instead of appointive has not only failed of any good end, but has resulted in a deterioration of the service rendered. It has lessened the sense of accountability in the members and released them in a measure from the supervision of the executive. Politics cut a much larger figure in official actions and appointments than before; and politics should no more enter into the work of such a board than into the organization of a school or asylum. The appointive method gave good results, and the change to a popular election was dictated by what has proved to be very poor judgment. A popular convention is no place for the selection of public servants where duties are largely technical.

In Illinois we have the appointive method; and if the Minnesota elective method can give worse results the trade there has our profound sympathy. The truth is, the technical business of grading grain, which is only one way of umpiring a private transaction that always needs umpiring, has no place in the list of governmental functions. Why should the state appoint an umpire to decide whether Smith is delivering to Jones a thousand bushels of a certain kind of corn, and not arbitrarily step between Jenkins and Robinson to referee their trade of horses or town lots? Grain inspection is a function of boards of trade, which economize for its members by employing one set of men to umpire the trades of all who deal thereon; and the government's assumption of this position of umpire is an overreaching of its powers which only the fiction that the general public is interested in these trades excuses. The results of this assumption of umpireship have been uniformly and universally bad. There is no exception. It was an impertinence to begin with; it has become a wrong and a nuisance to the business of marketing grain wherever it is practiced.

The last shipment of 1903 grain from Portland, Ore., went out coastwise to California on June 21—100 tons of oats and 300 tons of wheat.

The Indiana Experiment Station at Purdue, in charge of Prof. A. T. Wiacko, has sent out from fifteen to thirty lots of twenty-two varieties of corn to each of about forty different counties in the state, where they will be tested side by side in one-fourth-acre plats, with a view of determining the most profitable varieties for each locality. The tests will be conducted by ex-students of the school of agriculture and other enterprising farmers who are interested in corn improvement.



## TRADE NOTES

Robert C. Dugan, manager at Belle Plaiue, Iowa, for the Northern Grain Company, has been granted a patent on a bin gate for elevators.

A. T. Sheward is with Sprout, Waldron & Co.'s exhibit at the Louisiana Purchase Exposition. This display is at Block 108, Agricultural Building.

Edward Ordway, Kansas City representative of the Invincible Grain Cleaner Co., Silver Creek, N. Y., has recently been confined to his home by illness.

The Canadian Northern Elevator at Port Arthur, now being erected by the Barnett & Record Co., will be equipped with a large Hess Pneumatic Drier and Cooler for use on Manitoba wheat.

It is announced that the Foos Gas Engine Co. of Springfield, Ohio, will build an addition to its plant. The company has a large and attractive exhibit of its engines at the St. Louis World's Fair.

At a meeting of the board of directors of the Knickerbocker Company, Jackson, Mich., on June 7, Mr. W. B. Knickerbocker was appointed general manager and will be in active charge of the business.

The Joseph Dixon Crucible Co., Jersey City, N. J., has issued a number of interesting pamphlets on belt dressings and graphite lubricants. Interested parties may secure copies by writing the company.

The new factory of the Olds Gasoline Works at Lansing, Mich., has been completed and the work of installing the machinery is now in progress. The new plant is one of the largest in the country and will make possible contemplated enlargement of the company's line.

The exhibit of the N. P. Bowsher Co. of South Bend, Ind., at Block 10, Aisle G, Agricultural Palace, World's Fair, St. Louis, is in charge of Mr. E. L. Galt, the Bowsher Co.'s veteran general agent for the St. Louis territory. The exhibit comprises feed grinding mills in a variety of sizes.

The Otto Gas and Gasoline Engines are very much in evidence at the World's Fair, St. Louis. The company's display consists of 17 engines, 11 of which are piped up and running. Every effort has been made to make this exhibit attractive and to that end good drinking water, comfortable chairs, electric fans and writing materials for the use of visitors have been provided.

The B. S. Constant Company of Bloomington, Ill., has issued a catalogue showing its line of elevating, conveying and power transmitting machinery and mill and elevator supplies. A feature of the book is a complete plan for a modern 30,000-bushel elevator for handling grain of all kinds, including ear corn. It also shows cuts and gives descriptions of the various specialties handled by this company. A copy may be had by writing for it.

The well-known New York hay and grain commission firm of Geo. N. Reinhardt & Co. favored the trade with a unique reminder of Independence Day. It was in the form of a panel, 4½x14 inches, showing the stars and stripes floating from the top of a flagpole, together with a hand and arm holding aloft a glass of wine. The inscription—July 4th; a toast—Gentlemen: "Our country!"—was sufficient to arouse the patriotic instincts in all who received one of the cards.

The Skillin & Richards Mfg. Co. of Chicago are sending out to the trade their Catalogue No. 4. It is in convenient pocket size and sufficiently comprehensive to embrace all the specialties which they manufacture. Included in the preface it says: "Our object in presenting this catalogue to the public is to call attention to the still further advance we have made in the style, variety and character of the goods we manufacture. During the past year we have added materially to our plant, both in extent and equipment, and are bet-

ter prepared than ever to execute contracts, both large and small, in a prompt and satisfactory manner."

The Kay-Pim Manufacturing Company, whose plant at North Broadway, Monroe and Second streets, St. Louis, was recently damaged by fire, inform us that they are rebuilding as rapidly as possible.

All grain dealers who are interested in the subject of accurate weights should write the Richardson Scale Company for its recent circulars illustrating and describing the Richardson Automatic Scale. This scale has been adopted by the Liverpool Corn Trade Association as the official medium of correct weighing and is in use in a number of mills and elevators in this country. Visitors to the St. Louis Exposition will find the company's displays at Stand 1, Section 1, of the Machinery Hall and at Stand 1, main entrance Agricultural Building. Requests for information should be addressed to the Richardson Scale Co., 14-20 Park Row, New York.

In the use of oil for cooling the cylinders of small gas and gasoline engines, it has been found by Fairbanks, Morse & Co. that the following conditions should obtain in order to give the best results: In the cooling chambers, 30 square feet of cooling surface should be provided per horsepower. The volume should be arranged so that there will be for a 2-horsepower engine about 5½ gallons of oil; for a 3-horsepower engine, 7 gallons, and for a 6-horsepower engine, 8 gallons. Pump capacity should be provided so that the circulation through the cylinder jacket will be as follows: For a 2-horsepower engine, ¾ gallon per minute; for a 3-horsepower, 1 gallon per minute; for a 6-horsepower, 1½ gallons per minute.

### UNIFORM BILL OF LADING.

The organization of the American Shippers' Association in Chicago on June 28 was the visible formulation of American shippers' protests against the "uniform bill of lading," so called, which it is proposed by the railways to put into use on October 1.

At the meeting named about fifty representatives of shippers' associations were present, who, after making John B. Daish of Washington city, chairman, and E. E. Williamson, commissioner of the Receivers' and Shippers' Association of Cincinnati, secretary, listened to an explanation by Attorney Levy Mayer from the legal point of view of the effect of the uniform bill of lading if put into actual use. Its effect, in a few words, will be to increase the present schedule of rates 20 per cent, or else to practically relieve the carriers of all responsibility for losses in transit from any cause. Mr. Mayer advised an appeal to the Interstate Commerce Commission, asking that body to refuse to authorize the publication of the rate sheets on which the uniform bill of lading must be based, and which would give the latter instrument standing in court.

The delegates present were disposed to appeal first to the roads themselves, and then, should they fail to get relief, to the Commerce Commission and the courts.

After a full discussion of the situation in the light of Mr. Mayer's legal opinion, the permanent organization named was formed with the following gentlemen composing the executive committee: John B. Daish, Washington, chairman; F. M. Maxwell, St. Joseph, Mo.; E. E. Williamson, Cincinnati; G. D. Wandess, Detroit; L. A. Clark, Muncie, Ind., and C. B. Sterne, Milwaukee.

Although the delegates were called together by the Illinois Shippers' Association to take up the matter of the uniform bill of lading only, the American Shippers' Association aims "to protect the interest of American shippers all over the country, to direct especial attention to the prevention of the adoption of the proposed new bill of lading."

Among those present in this conference were Capt. I. P. Ramsey, W. N. Eckhardt, G. A. Stibbens,

of the Grain Dealers' National Association; Geo. Beyer and J. W. Radford, of the Illinois Grain Dealers' Association; John T. Sickles, Chicago Board of Trade; John B. Daish, of the National Hay and Grain Dealers' National Associations.

### WILL REDUCE RATES.

The Illinois State Board of Fire Underwriters is about to reduce insurance rates on country elevators, to conform to the rates in other parts of the Western Union territory. The Standard says: "This looks very much like locking the stable door after the horse has been stolen, as the mutuals have gotten all the more desirable business. The critics urge, however, that, if anything, rates should be increased on the business that is left, on the theory that as the mutuals take only the cream of the business, the average desirability of what remains is much lower and rates are therefore increased on it."

The Western Union on July 2 got in ahead of the Illinois State Board, by issuing a new standard grain elevator schedule which applies to all the territory except the Minnesota and Dakota fields. It provides for a standard elevator building of brick, stone or frame, covered with tile, metal or slate, with metal, slate or composition roof and stone foundation. The basis rate for such a building is \$1.50, with fourteen deficiency charges, the most important of which is \$1.50 if boilers in the main building are not cut off, and \$1 if boilers are in a frame addition without a brick wall and a fire door cut-off. Basis rates for gasoline, electric, gas or horsepower elevators are \$1.25, with deficiency charges for defects in the gasoline or electric installation.

For a frame warehouse, without power, the basis rate is \$1.25. The annual grain rate or schedule or floating grain rate is 25 cents less than the building rate. The schedule will lower rates on mills of superior construction.

### MORE HEADS FALL.

Governor Yates has again let the guillotine fall, and on July 1 the heads of the following employees of the grain office tumbled into the basket: Frank Sack, Third Ward, clerk in registrar's office; Fred Munn, LaGrange, messenger; Adolph Hermann, first assistant grain inspector; William Vizard, helper to track inspector.

W. S. Gray of Coatsburg, Adams County, took the place of Clerk Sack, and Joseph Lennock, who was at the governor's campaign headquarters, was Munn's successor.

It was announced that all changes were made "for the good of the service," and "other removals are being considered," said Chief Grain Inspector W. Scott Cowen, "but nothing will be done for a day or two."

A. J. Lovejoy of Roscoe, Winnebago County, whose resignation as game warden was asked for by Governor Yates, in order that Dr. J. A. Wheeler, chairman of the Sangamon County delegation in the late republican state convention, might be appointed game warden, has been appointed registrar, vice Hawley decapitated.

A. L. Lindley, brother of Cicero J. Lindley, a well-known professional politician at Springfield, has been removed by Governor Yates from his clerkship in the office of the grain inspection department of East St. Louis.

### PAYS TO TAKE CARE OF CORN.

A landlord and his tenant, living near Arcola, Douglas County, Ill., are said to have practically demonstrated the value in cash of taking care of corn on the farm. Last fall their crop of 9,000 bushels was cribbed and part of it stood uncovered all winter. When the corn was marketed the portion covered brought 45 cents a bushel, the rest only 34 cents. There was enough of the latter kind for the difference in price to amount to the sum of about \$400, which would have paid a large per cent on the cost of properly covering the cribs.



## VISIBLE SUPPLY OF GRAIN.

The following table shows the visible supply of grain Saturday, July 9, 1904, as compiled by George F. Stone, secretary of the Chicago Board of Trade:

In Store at	Wheat, bu.	Corn, bu.	Oats, bu.	Rye, bu.	Barley, bu.
Baltimore.....	107,000	89,000	140,000	13,000	.....
Boston.....	4,000	88,000	102,000	.....	.....
Buffalo.....	870,000	660,000	554,000	142,000	387,000
do. afloat.....	.....	.....	.....	.....	.....
Chicago.....	1,197,000	2,764,000	406,000	452,000	72,000
do. afloat.....	.....	.....	.....	.....	.....
Detroit.....	63,000	25,000	50,000	2,000	.....
do. afloat.....	.....	.....	.....	.....	.....
Duluth.....	1,106,000	5,000	155,000	23,000	49,000
do. afloat.....	.....	.....	.....	.....	.....
Ft. William.....	1,720,000	.....	.....	.....	.....
do. afloat.....	.....	.....	.....	.....	.....
Galveston.....	139,000	.....	.....	.....	.....
do. afloat.....	.....	.....	.....	.....	.....
Indianapolis.....	12,000	102,000	24,000	.....	.....
Kansas City.....	88,000	162,000	.....	.....	.....
Milwaukee.....	224,000	121,000	397,000	1,000	112,000
do. afloat.....	.....	.....	.....	.....	.....
Minneapolis.....	5,830,000	44,000	374,000	17,000	448,000
Montreal.....	198,000	18,000	384,000	.....	77,000
New Orleans.....	.....	94,000	.....	.....	.....
do. afloat.....	.....	.....	.....	.....	.....
New York.....	538,000	162,000	696,000	149,000	165,000
do. afloat.....	.....	.....	.....	.....	.....
Peoria.....	1,000	22,000	133,000	12,000	12,000
Philadelphia.....	3,000	170,000	95,000	1,000	.....
Port Arthur.....	912,000	.....	.....	.....	.....
do. afloat.....	.....	.....	.....	.....	.....
St. Louis.....	74,000	337,000	34,000	.....	14,000
do. afloat.....	.....	.....	.....	.....	.....
Toledo.....	16,000	352,000	337,000	3,000	.....
do. afloat.....	.....	.....	.....	.....	.....
Toronto.....	25,000	.....	6,000	.....	.....
On Canal.....	72,000	17,000	105,000	.....	.....
On Lakes.....	229,000	942,000	145,000	.....	.....
On Miss. River.....	.....	.....	.....	.....	.....
Grand total.....	13,478,000	6,174,000	4,437,000	815,000	1,336,000
Corresponding date 1903.....	14,311,000	7,448,000	4,346,000	595,000	467,000
Weekly Inc.....	.....	.....	.....	.....	.....
Weekly Dec.....	577,000	103,000	.....	1,000	.....

## RANGE OF PRICES AT CHICAGO.

The daily range of prices for cash grain at Chicago for the month ending July 12 has been as follows:

JUNE	NO. 2. * R. W. WHT.		NO. 1. NO. * SP. WHT.		NO. 2 CORN.		STR. OATS.		NO. 2 RYE.		NO. N. W. FLAXSEED.	
	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.
12.....	1.02	1.03	.92	.95	49 1/4	49 1/4	41 1/2	41 1/2	.....	.....	1.07	1.07
13.....	1.01	1.02	.92 1/2	.95	48 3/4	49 1/4	41 1/2	41 1/2	.....	.....	.....	.....
14.....	1.01	1.02	.92 1/2	.95	48 3/4	49 1/4	41 1/2	41 1/2	.....	.....	.....	.....
15.....	1.01	1.02	.92 1/2	.95	48 3/4	49 1/4	41 1/2	41 1/2	.....	.....	.....	.....
16.....	1.01	1.02	.92	.95	48 3/4	49 1/4	41 1/2	41 1/2	.....	.....	.....	.....
17.....	.98	1.00	.92	.95 1/2	48 3/4	49 1/4	41 1/2	41 1/2	.....	.....	.....	.....
18.....	.98	1.00	.92	.95 1/2	48 3/4	49 1/4	41 1/2	41 1/2	.....	.....	1.07 1/2	1.07 1/2
19.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
20.....	.98	1.00	.94	.96	48	48	41	41 1/4	68	68	.....	.....
21.....	.98	.99	.94 1/2	.95 1/2	47 3/4	48 3/4	40 3/4	41	68	68	.....	.....
22.....	.98	.99	.94 1/2	.96 1/2	48 1/4	48 3/4	41	41 1/4	.....	.....	.....	.....
23.....	.98	.99	.95	.96 1/2	48 1/4	48 3/4	41 1/4	41 1/2	.....	.....	.....	.....
24.....	.98	.99	.95	.96 1/2	48 1/4	48 3/4	41 1/4	41 1/2	.....	.....	.....	.....
25.....	.98	.99	.96	.97 1/2	48 1/4	48 3/4	40 3/4	41	55	63	.....	.....
26.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
27.....	.98	.99	.96	.97 1/2	48	48 1/4	40 3/4	41	.....	.....	1.07	1.07
28.....	.98	1.00	.94 1/2	.96 1/2	47 3/4	48 3/4	40 3/4	40 3/4	.....	.....	.....	.....
29.....	.98	1.00	.94 1/2	.96 1/2	47 3/4	48 3/4	40 3/4	40 3/4	.....	.....	.....	.....
30.....	.96	1.00	.94 1/2	.95 1/2	47 3/4	47 3/4	39 3/4	40	.....	.....	.....	.....
31.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
July:	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
1.....	.98	1.00	.94 1/2	.96 1/2	47 3/4	47 3/4	37 1/4	37 1/4	.....	.....	1.07 1/2	1.07 1/2
2.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
3.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
4.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
5.....	.93	1.00	.95 1/2	.97 1/2	48 1/4	48 3/4	38 3/4	39 3/4	.....	.....	.....	.....
6.....	.98	1.00	.97 1/2	.98 1/2	49	49	39	39	69	69	.....	.....
7.....	1.00	1.02	.98	.99 1/2	49 1/4	49 1/4	39 3/4	40	.....	.....	1.07 1/2	1.07 1/2
8.....	1.00	1.02	.98 1/2	1.01	49 1/4	49 1/4	39 3/4	40	.....	.....	1.12	1.12
9.....	1.04	1.05	.98	1.00	48 3/4	48 3/4	39 1/4	39 1/4	69	69	.....	.....
10.....	1.01	1.05	.97 1/2	.99 1/2	48 3/4	48 3/4	39 3/4	39 3/4	.....	.....	.....	.....
11.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
12.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

†Holiday.

## FLAXSEED AT CHICAGO.

The receipts and shipments of flaxseed at Chicago during the 23 months ending with June, as reported by Chas. F. Lias, flaxseed inspector of the Board of Trade, were as follows:

Months.	Receipts.		Shipments.	
	1903-04.	1902-03.	1903-04.	1902-03.
August.....	345,226	411,198	97,809	250,496
September.....	102,620	545,866	162,900	273,292
October.....	530,960	783,075	166,049	145,142
November.....	708,953	755,833	44,057	140,400
December.....	250,979	408,271	78,274	40,559
January.....	307,976	258,875	90,906	28,643
February.....	212,736	454,650	60,764	39,473
March.....	412,554	282,200	42,694	46,323
April.....	68,000	206,918	28,326	39,367
May.....	90,100	91,800	34,079	46,375
June.....	453,467	106,250	15,055	14,362
July.....	.....	234,981	.....	23,491
Total bushels.....	3,483,571	4,539,917	820,913	1,088,023

A cornstalk is on exhibition at St. Louis that was grown in 1827 in Tippecanoe County, Ind., by Asa Dutton, and, though slightly discolored by age, is still in an excellent state of preservation. This is accounted for by the fact that it was nailed to the rafters of Mr. Dutton's barn, where it remained, protected from the weather, for fifty years. It is

now in possession of Jos. Madden, who has carefully preserved it since it was removed from the old barn over twenty-five years ago. The stalk is over six feet long and two inches in diameter.

## RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States for the month of June, 1904:

**BALTIMORE**—Reported by H. A. Wroth, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1904.	1903.	1904.	1903.
Wheat, bushels.....	45,198	267,773	.....	72,000
Corn, bushels.....	145,939	1,187,499	171,484	771,569
Oats, bushels.....	200,004	227,405	12	2,145
Barley, bushels.....	817	.....	.....	.....
Rye, bushels.....	5,918	119,052	.....	158,571
Timothy Seed, lbs.....	954	3,750	.....	258
Clover Seed, lbs.....	.....	194	.....	.....
Hay, tons.....	5,609	5,913	2,216	2,217
Flour, bbls.....	109,144	304,642	66,841	216,958

**BOSTON**—Reported by Elwyn G. Preston, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1904.	1903.	1904.	1903.
Flour, bbls.....	144,471	115,130	44,190	61,917
Wheat, bushels.....	408,000	296,959	393,045	467,529
Corn, bushels.....	434,924	298,708	107,534	39,268
Oats, bushels.....	400,420	676,715	270	2,760
Rye, bushels.....	1,753	5,790	.....	.....
Barley, bushels.....	.....	5,400	.....	.....
Flax Seed, bushels.....	.....	.....	.....	.....
Mill Feed, tons.....	932	1,277	87	38
Cornmeal, bbls.....	1,165	2,855	1,890	1,387
Oatmeal, bbls.....	2,635	5,083	3,240	992
Oatmeal, sacks.....	325	1,825	5,603	4,810
Hay, tons.....	19,830	12,950	580	970

**BUFFALO**—Reported by F. Howard Mason, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1904.	1903.	1904.	1903.
Wheat, bushels.....	4,103,108	2,292,587	682,707	1,568,251
Corn, bushels.....	3,504,245	5,777,337	38,060	712,308
Oats, bushels.....	3,292,142	4,487,551	980,020	1,532,125
Barley, bushels.....	749,500	.....	263,950	169,812
Rye, bushels.....	13,043	374,400	17,000	344,651
Timothy Seed, lbs.....	.....	.....	.....	.....
Clover Seed, lbs.....	.....	.....	.....	.....
Other Grass Seed, lbs.....	.....	.....	.....	.....
Flax Seed, bushels.....	1,149,000	508,000	24,598,000	.....
Broom Corn, lbs.....	.....	.....	.....	.....
Hay, tons.....	.....	.....	.....	.....
Flour, bbls.....	75,312	1,613,427	.....	.....

**CHICAGO**—Reported by Geo. F. Stone, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1904.	1903.	1904.	1903.
Wheat, bushels.....	767,518	876,779	1,569,949	2,006,174
Corn, bushels.....	13,258,749	13,868,647	8,477,486	9,293,483
Oats, bushels.....	4,533,607	7,875,375	3,414,488	5,630,584
Barley, bushels.....	860,964	1,522,317	112,110	42,047
Rye, bushels.....	94,275	202,271	56,268	390,855
Timothy Seed, lbs.....	1,165,863	1,248,385	549,049	682,142
Clover Seed, lbs.....	277,190	740	260,645	110,145
Other Grass Seed, lbs.....	1,958,745	1,087,500	986,020	1,084,309
Flax Seed, bushels.....	173,420	111,224	14,694	12,244
Broom Corn, lbs.....	2,910,623	932,850	3,172,101	298,300
Hay, tons.....	25,376	26,783	1,275	2,460
Flour, bbls.....	703,708	472,271	565,536	372,447

**CINCINNATI**—Reported by C. B. Murray, superintendent of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1904.	1903.	1904.	1903.
Wheat, bushels.....	116,362	229,332	123,103	207,634
Corn, bushels.....	1,153,898	600,400	811,408	505,439
Oats, bushels.....	378,047	368,358	172,534	203,079
Barley, bushels.....	324,000	2,805	8	805
Rye, bushels.....	61,724	16,239	2,215	9,054
Timothy Seed, bags.....	366	427	290	1,101
Clover Seed, bags.....	.....	35	218	386
Other Grass Seed, bags.....	2,679	8,022	3,854	9,388
Flax Seed, bushels.....	1,750	15	.....	.....
Broom Corn, lbs.....	2,700	48,300	1,700	50,100
Hay, tons.....	10,812	7,179	5,885	5,296
Flour, bbls.....	98,831	99,352	62,223	71,4



# ELEVATOR AND GRAIN NEWS

## ILLINOIS.

Showers & Loper are building a grain elevator at Ogden, Ill.

Walton & Son's new elevator at Royal, Ill., is nearing completion.

Morrison & Grindley's new elevator at Royal, Ill., is about completed.

B. B. Minor is building an addition to his grain elevator at Muncie, Ill.

Isaac Cole's new 50,000-bushel elevator at Block, Ill., is nearly completed.

J. E. Blackstone succeeds Thomas Groom in the grain business at Warren, Ill.

B. M. Stoddard's new elevator at Minonk, Ill., will be completed early in August.

Indianapolis, Ind., parties have bought John H. Doyle's elevator at Longview, Ill.

G. M. Loy is reported to be building a 55,000-bushel elevator at Grand Ridge, Ill.

The Neola Elevator Co.'s new elevator at Roxbury, Ill., is completed and in operation.

Ford & Ford are erecting a large grain warehouse near their flour mill at Benton, Ill.

The Farmers' Elevator Company of Findlay, Ill., is building a large addition to its elevator.

Work on the new elevator of the Weston Elevator Co. at Weston, Ill., is now in progress.

E. Marshall of Byron, Ill., has bought the elevator at Kirkland, Ill., and will remove to that place.

J. B. Carson will enlarge his elevator at Perdueville, Ill., increasing its capacity to 35,000 bushels.

The Brimfield Elevator Company of Brimfield, Ill., has been chartered with a capital stock of \$7,000.

The Fancy Prairie Grain and Coal Company of Fancy Prairie, Ill., has increased its capital stock to \$8,000.

Roberts, Moschell & Mosiman of Morton, Ill., have purchased Ellis & Wagner's elevator at Deer Creek, Ill.

Sartor & Sartor have bought John A. Wesch & Co.'s elevator at Arcola, Ill., and will take possession July 15.

The Indianapolis Elevator Company is erecting a grain elevator at Filson, Ill. George Pfeifer, Jr., will be manager.

The Dunn Grain Co. has been incorporated at Dunn, Ill., with a capital stock of \$5,000, to deal in grain and fuel.

A new elevator to cost \$15,000 is being built at Colfax, Ill. C. A. Brown of Bloomington, Ill., is an interested party.

The Harris-Scotten Co. will operate the National Elevator in Chicago, until recently operated by Richardson & Co.

It is now expected that the new farmers' elevator at Graymont, Ill., will be completed about the middle of this month.

The new Savage Elevator, which is being built at a point between Litcher and Jacksonville, Ill., is nearly completed.

A charter has been granted to the Monarch Grain, Coal and Merchandise Company of Monarch, Ill., capitalized at \$8,000.

S. E. Naffziger of Minier, Ill., has bought the elevator at Goodfield, Ill., from Roberts, Moschell & Mosiman of Morton, Ill.

The Farmers' Elevator Company of Ocoya, Ill., has been chartered with a capital of \$10,000 to deal in grain and live stock.

The stockholders of the Savoy Grain and Coal Co. of Savoy, Ill., have voted to increase the capital stock from \$5,000 to \$10,000.

The Barnard & Leas Manufacturing Company of Moline, Ill., has ordered Howe Wagon Scales from the Borden & Selleck Co., Chicago.

The Danvers Farmers' Elevator Company has let the contract for the erection of an elevator at Danvers, Ill. It will cost about \$9,000.

The Buncombe Mill and Elevator Company, Buncombe, Ill., has incorporated with a capital of \$12,000 to operate a mill and elevator.

The Missal Farmers' Grain Co. has been granted a charter to deal in grain and coal at Missal, Ill. The company is capitalized at \$10,000.

The farmers' organization at Arcola, Ill., known as the Arcola Grain, Coal and Telephone Co., which recently bought Doyle Brothers' elevator at that

place, has taken possession. Elmer McClain will have charge as manager.

The Pleasant Plains Farmers' Elevator Co. has let the contract for the erection and equipment of its new elevator at Pleasant Plains, Ill.

The Anchor Farmers' Elevator Company has taken over the elevator at Anchor, Ill., formerly operated by the Rogers Grain Company.

The Cropsey Elevator Company has filed articles of incorporation at Cropsey, Ill., with a capital of \$5,000, to deal in coal, grain and lumber.

Harry Allen is building an addition to his elevator at Broadlands, Ill., to increase the storage capacity, and is erecting a new engine room.

The Rogers Grain Company of Chicago has sold its elevators at Gihson and Harpster, Ill., to the Shellaharger Elevator Company of Decatur, Ill.

Dows & King, millers of Pittsfield, Ill., are erecting a 40,000-bushel elevator. The Younglove & Boggess Co. of Mason City, Iowa, has the contract.

The Saunemin Elevator Company of Saunemin, Ill., has bought a Howe Wagon Scale for its new elevator from the Borden & Selleck Co. of Chicago.

The rebuilt and remodeled Rumley Elevator at Herscher, Ill., is now in operation. A 12-horsepower gasoline engine will operate the machinery.

John Reeder has been making a number of improvements to his elevator at Lena, Ill., including the laying of a concrete floor in the engine room.

A Mr. Cummings of Chebanse, Ill., has purchased the grain elevator at Pittwood, Ill., formerly operated by Timberlake & Co., and has taken possession.

The Cramer Grain and Coal Co. has been chartered at Cramer, Ill., with a capital of \$2,500. O. S. Stevens, James Kyle and B. K. Moul are the incorporators.

The Maroa Elevator Co. will increase its capital stock to \$25,000. A part of the company's elevator at Maroa, Ill., is being rebuilt and the capacity greatly increased.

The Deer Creek Farmers' Grain and Live Stock Association of Deer Creek, Ill., has leased the Cooper Elevator at that place. Edward Marshall has charge as manager.

The Neola Elevator Co. will make a number of repairs and improvements to the elevator at Adeline, Ill., which it recently purchased from the C. M. & St. P. Railway.

W. E. Waite of Springfield, Ill., who has been operating an elevator at Glenarm, Ill., has leased Ulrich & Sons' elevator at Chatham, Ill. Possession will be given July 18.

It is announced that a large grain elevator will be built at Waukegan, Ill., on the E. J. & E. Railway Co.'s land. The capacity of the proposed elevator is reported at 1,000,000 bushels.

Articles of incorporation have been filed by the Niantic Farmers' Elevator Co. of Niantic, Ill. The capital stock is \$12,000. A site has been purchased and an elevator will be built.

Morrison & Grindley have sold their elevator at Thomasboro, Ill., to the Thomashoro Farmers' Grain, Coal and Lumber Company. Possession will be given about the middle of this month.

Edwin Beggs of Ashland, Ill., and E. R. Talbott and John H. Lloyd of Springfield, Ill., have organized the Springfield Cereal Co. and will build a \$50,000 corn mill and elevator in that city.

The Illiopolis Farmers' Elevator Co.'s new elevator at Illiopolis, Ill., is finished and the machinery is being installed. The office building is completed and the scales have been put in.

The North Shore Grain and Coal Company has been incorporated at Chicago, Ill., with a capital of \$15,000 to deal in grain and fuel. The incorporators are James G. Fones, Holger Rasmussen and Samuel M. St. Clair.

The large addition to F. Oberhelman & Bro.'s elevator at Sublette, Ill., has been completed. A part of the ground floor of the addition will be used for storing lime, cement, etc., and the remainder will be used for grain storage.

Charles F. Harshbarger has purchased a warehouse at Atwood, Ill., and is remodeling it for use as a grain elevator. A dump has been put in and machinery is being installed. The elevator will have a storage capacity of about 6,000 bushels.

The Atlas Grain Co. will rebuild its elevator at Grand Ridge, Ill., which was destroyed by fire on June 7. The new house will be modern and have a capacity of 40,000 bushels. It will be built by the Burrell Engineering and Construction Co. of Chicago.

Work has been commenced on the erection of Bartlett, Frazier & Carrington's new grain elevator at Kankakee, Ill., which will replace the one destroyed by fire last year. The original plans provided for steel storage bins or circular tanks, but these have been changed and a 200,000-bushel wooden structure, similar to the old building, will be erected. The new house will be 112x42 feet in size. It is being built alongside the tracks of the

3-I Railway, just east of the big transfer elevator which was erected since the fire. George M. Moulton & Co. of Chicago have the contract.

William Murray has sold his elevator at Savoy, Ill., to the Savoy Grain and Coal Company, a farmers' organization of that place, for \$16,500. Possession will be given August 1. The elevator has a capacity of 100,000 bushels and was built about two years ago.

J. H. Parish of Homer, Ill., will erect a new elevator adjoining his present elevator at that place. Both elevators will be operated by Mr. Parish, increasing business having made the erection of the new one necessary. The new house will be 50 feet high and modern in every respect.

Suffern, Hunt & Co. of Decatur, Ill., have let the contract for the erection of their new 75,000-bushel elevator at Sadorus, Ill., and work on the same has been commenced. It will be of steel construction and equipped with modern machinery. A side track from the Wabash Railroad will be put in.

The remodeling of the Santa Fe Elevator at Chicago, operated by the Harris-Scotten Co., has been completed. The elevator was closed for nearly two months while the work was in progress. The house was thoroughly overhauled, new machinery put in and the working capacity materially increased.

The material for the erection of John Wood's new 40,000-bushel elevator at Ellis, Ill., is now on the ground. A solid concrete foundation has been put in. The new house will be ready for business about August 1 and it will be operated by E. A. and Walter Wood of Gifford, Ill. Ellis is a new station on the Frisco about four miles from Armstrong, Ill.

James Walsh, Jr., has sold his elevator at Piper City, Ill., to A. C. and B. S. Thomson for \$20,000. The new owners have taken possession and will operate the elevator under the firm name of Thomson Bros. Mr. Walsh owned the property for about four years and during that time he more than doubled the former capacity of the house and put in new machinery.

Egley Bros., hankers of Onarga, Ill., and W. E. Bush of Gilman, Ill., have bought the new elevator at La Hogue, Ill., from August and J. B. Haubach and will take possession July 15. The new owners will carry on the business under the firm name of Egley Bros. & Bush, and Mr. Bush, who is an experienced grain man, will have charge as manager. A banking business will be carried on in connection with the elevator as a branch of the Onarga Bank.

## THE DAKOTAS.

Michael King is building an elevator at Platte, S. D.

Eastern parties are to build an elevator at Surrey, N. D.

J. E. Shattuck will engage in the grain business at Buford, N. D.

A farmers' elevator company is being organized at Kempton, N. D.

Rempfer, Kayser & Co.'s new elevator at Parkston, S. D., is completed.

A. A. Robinson is building a 35,000-bushel elevator at Flaxton, N. D.

The Atlas Elevator Company is building an elevator at Raymond, S. D.

De Laney Bros. of Williston, N. D., will build an elevator at Tioga, N. D.

O'Leary & Cahill are building a 25,000-bushel grain elevator at Albee, S. D.

It is reported that C. W. Thompson will erect an elevator at Centerville, S. D.

An elevator is being built at Kidder, S. D., for the H. W. Douglas Elevator Co.

An elevator is being built at Berlin, N. D., by a Mr. Southall, an Iowa grain man.

The Crescent Elevator Co.'s new elevator at Voss, N. D., is nearing completion.

The Ashley Roller Mill Co. is contemplating the erection of an elevator at Ashley, N. D.

The Oakes Milling Co. is erecting a 20,000-bushel elevator near its flour mill at Oakes, N. D.

A company of farmers has been organized at Colton, S. D., to build a co-operative elevator.

McCabe Bros. will build a coal shed in connection with their elevator at West Hope, N. D.

The Spencer Grain Co. has sold its elevator at Twin Brooks, S. D., to the Reliance Elevator Co.

The Nome Grain Co. has opened its elevator at Fingal, N. D. John Dreger has charge as buyer.

The Farmers' Elevator Co. of Gary, S. D., has secured a site and will at once erect an elevator.

The Crown Elevator Co.'s new 25,000-bushel elevator at Bristol, S. D., is nearly ready for operation.

The Farmers' Alliance Warehouse Co. of Madison, S. D., will erect a new 16,000-bushel elevator to be operated in connection with its 12,000-bushel



flat house at that place. Work will be commenced at once.

The Cargill Elevator at Colfax, N. D., has been repaired and put in shape for handling the new crop.

The Mt. Vernon Milling Company will build a 10,000-bushel addition to its elevator at Mt. Vernon, S. D.

The Farmers' Elevator Association of Putney, S. D., has been granted a site for its proposed elevator.

The new Cole Elevator at Omamee, N. D., is about completed. This makes eight grain elevators at that point.

The Truax & Betts Elevator Co.'s new elevator at Loomis, S. D., is completed. It has a capacity of 20,000 bushels.

The McCaull-Wehster Elevator Co. is building an elevator at Holmquist, S. D., to replace the one burned last winter.

The St. Anthony and Dakota Elevator Co. is rebuilding its elevator at York, N. D., which was burned last winter.

The Minneapolis & Northern Elevator Co. has remodeled its house at Gardner, N. D., and put in a gasoline engine.

The Toronto Farmers' Alliance Elevator Company of Toronto, S. D., has decided to spend \$3,500 in building a new elevator.

It is reported that the stockholders of the Farmers' Elevator Company of Summit, S. D., have decided to sell their elevator.

The recently organized Farmers' Elevator Co. of Howard, S. D., will erect an elevator on the Milwaukee right of way at that place.

A recent attempt to organize a co-operative elevator company, among the farmers of Westedge, N. D., is said to have been unsuccessful.

The Farmers' Elevator Company of Brookings, S. D., will move its elevator to another site and build an addition to increase the capacity.

The Farmers' Elevator Co. of Kindred, N. D., will probably erect an elevator at that point. There are three elevators and a mill at Kindred.

The Grain and Mercantile Co. of Dempster, S. D., has been granted a site on the North-Western right of way for its proposed 25,000-bushel elevator.

At the recent annual meeting of the Clark County Elevator Co., held at Clark, S. D., E. H. Day was elected president and L. L. Kloster, secretary.

Work on the erection of the Farmers' Elevator Co.'s new elevator at Colman, S. D., is in progress. A side track has been put in by the C., M. & St. P. Railway.

The Farmers' Elevator Co. of Binford, N. D., has let the contract to Honstain, Bird & Co. of Minneapolis, Minn., for the erection of a 40,000-bushel elevator.

The Occident Elevator Co.'s new 40,000-bushel elevator at Eldridge, N. D., has been completed. Honstain, Bird & Co. of Minneapolis were the builders.

The Russell-Miller Milling Co. of Valley City, N. D., will move the elevator at that place, recently purchased from the Western Elevator Co., to Berea, N. D.

The elevator at Doland, S. D., owned by G. W. Van Dusen & Co., is being enlarged and its capacity increased to 35,000 bushels in anticipation of the coming crop.

The Twin Brooks Elevator Co. is building a 20,000-bushel elevator at Twin Brooks, S. D. It will cost about \$6,000 and is to be completed in time for the new crop.

The Russell-Miller Milling Company has commenced the erection of its new 55,000-bushel elevator at Valley City, N. D. It will be built of solid concrete and absolutely fireproof.

The Farmers' Elevator Co. of Canistota, S. D., has secured a site and commenced work on the erection of its elevator. The contract calls for the completion of the work about August 1.

The contract has been awarded for the erection of the Sherman Farmers' Elevator Co.'s elevator at Sherman, S. D. It will cost \$5,300 and will be operated by a 15-horsepower gasoline engine.

The farmers around Doyon, N. D., have formed a co-operative company to erect and operate a 50,000-bushel elevator. It is capitalized at \$50,000. William Nixon is president and Albert Anderson secretary.

The officers of the newly organized Farmers' Elevator Co. of Mt. Vernon, S. D., have let the contract to L. O. Hickok of Minneapolis for the erection of a 20,000-bushel elevator. The contract price is \$4,000.

J. G. Walter, president of the Canton Grain Co. of Canton, S. D., has sold his interest in the business of that company to the other stockholders and will retire from that connection on August 1. He will remove to Mankato, Minn., about September

1 and establish a line of elevators with that city as headquarters.

Beier & Hyde have sold their elevator at Cooperstown, N. D., to the Farmers' Elevator Co. of that place. Possession was given July 1.

Three new elevators are being built at Mt. Vernon, S. D., to replace the ones burned on April 27, so a report from that place states. It is said the town authorities are making arrangements to provide a system of waterworks for fire protection.

The George C. Bagley Elevator Co. has been making a number of improvements at its elevator in Edgerly, N. D. A new engine house has been built and a new Fairbanks-Morse Gasoline Engine installed. A conveyor has been put in to carry grain from the flat house to the elevator and a direct loading chute erected.

#### MISSOURI, KANSAS AND NEBRASKA.

An elevator is being built at Benedict, Neb.

Kelley Bros. are building a grain elevator at Corwin, Kan.

A farmers' elevator is now being built at Dillwyn, Kan.

A. C. Carroll is building an elevator at Bloomfield, Neb.

A farmers' elevator is said to be in prospect at Exeter, Neb.

W. Bromsick is building a new elevator at Eudora, Kan.

A 30,000-bushel farmers' elevator is to be built at Waco, Neb.

An addition is being built to A. J. Poor's elevator at Wreford, Kan.

William Frey is erecting a 20,000-bushel elevator at Lewiston, Neb.

A. C. White & Co. are building a 25,000-bushel elevator at Friend, Neb.

C. P. Starbuck is building an addition to his elevator at Hebron, Neb.

The Nye-Schneider-Fowler Co. is building an elevator at Oakdale, Neb.

M. Toomey & Son's new elevator at Americus, Kan., is now in operation.

A branch of the National Farmers' Exchange has been organized at Paul, Neb.

E. F. Marshall's new grain elevator at Weeping Water, Neb., is about completed.

Cooper & Linn of Humbolt, Neb., have completed their new grain elevator at Sterling, Neb.

The Nye-Schneider-Fowler Co. has installed a new engine in its elevator at Yutan, Neb.

J. T. Norris & Co. are reported to have sold their grain and fuel business at Maize, Kan.

J. F. Twamley & Son of Omaha, Neb., are said to be erecting an elevator at Nimsburg, Neb.

J. A. Foster is reported to have sold his elevator at Glenville, Neb., to a party from Sutton, Neb.

The Mitchell Grain and Supply Co. has been chartered at Mitchell, Kan., with a capital of \$8,000.

L. Cortelyou has installed an improved Hall Grain Distributor in his elevator at Muscotah, Kan.

The Hinds & Lint Grain Co. has moved its headquarters from Atchison, Kan., to Kansas City, Mo.

The Geneva Farmers' Elevator Co. of Geneva, Neb., has decided to build a 20,000-bushel elevator.

The Greeley Center Elevator Co. has been incorporated at Greeley, Neb., with a capacity of 10,000.

Farmers in the vicinity of Beaver Crossing, Neb., are organizing a branch of the National Farmers' Exchange.

The Farmers' Elevator Co. of Fullerton, Neb., has let the contract for the erection of a 20,000-bushel cribbed elevator.

The new elevator at Alba, Mo., is nearly completed and will be ready for business in time for handling the present crop.

R. K. Johnson has sold his elevator at Valparaiso, Neb., to a Mr. Eggleston, a former employe of the Nebraska Elevator Company.

D. Smith of Elmwood, Neb., recently purchased an improved Hall Grain Distributor to be installed in his elevator at that place.

The Weller Manufacturing Company has placed an order for two distributors with the Hall Distributor Company of Omaha, Neb.

The Spaulding Elevator Co. has been chartered at Spaulding, Neb., with a capital stock of \$10,000. W. J. Lee is an interested party.

Nye & McMellon of Downs, Kan., will erect an elevator at Harlan, Kan. A site has been secured and work will be commenced at once.

The Holmquist Grain & Lumber Co. is building an addition, 18x34 feet in dimensions and 36 feet high, to its elevator at Emerson, Neb.

Twamley & Son will shortly commence work on the erection of a 200,000-bushel elevator in Omaha, Neb. A suitable site has been secured and

a modern house, equipped with improved machinery, will be built as soon as the foundation is in.

The officers of the recently organized Farmers' Elevator Co. of Unadilla, Neb., are: W. N. Pickrell, president, and W. F. Abbott, secretary.

It is said that the Farmers' Elevator Co. of Aurora, Neb., will go into the courts to compel the railway company to grant an elevator site.

Charles C. Orthwein has succeeded to the grain business of Charles F. Orthwein's Sons at Kansas City, Mo., and will continue it under his own name.

G. W. Butterfield & Sons of Humbolt, Neb., have purchased a tract of land at Table Rock, Neb., and will erect a large cleaning and transfer elevator.

The Dawson Grain Company has let the contract to the Younglove & Boggess Co. of Mason City, Ia., for the erection of a 15,000-bushel elevator at Nimsburg, Neb.

The Seneca Mill and Elevator Co. has been incorporated at Seneca, Mo., with a capital of \$6,000. The incorporators are: L. B. and H. L. Brinson, C. C. Orthwein and Albert Cox.

E. M. Traylor is erecting elevators at Greensburg and Wellsford, Kan. They will each have a capacity of 20,000 bushels and will be completed in time for handling the new wheat crop.

George Webber & Son, proprietors of the flour mill at Sutton, Neb., will build a 20,000-bushel elevator at that place. The Younglove & Boggess Co. of Mason City, Iowa, has the contract.

The Sharonville Farmers' Grain and Live Stock Co., which recently purchased Challburg Brothers' elevator at Sharonville, Neb., has torn down the old building and is erecting a new one on the site.

A co-operative organization has been formed at Sterling, Neb., under the name of the Sterling Grain and Stock Co., to deal in grain and live stock. The organization has bought and will operate the two elevators at Sterling owned by Thomas Cochrane. The consideration was \$9,000.

The 100,000-bushel elevator which it was announced some time ago would be built at Omaha, Neb., by the Nebraska-Iowa Elevator Co., will be erected at Gibson, a suburb of that city. The new house will be erected on the Burlington right-of-way and will cost \$40,000. Construction work will be commenced at once.

A branch of the Farmers' National Grain Association has been formed at Halstead, Kan., and a 10,000-bushel elevator will be built. It will be erected on the site formerly occupied by Hoover & Bonham's mill, which burned about three years ago. The officers of the Halstead branch are: E. C. Cadwell, president, and David Lehman, Jr., secretary-treasurer.

The recently organized Farmers' Grain Co. of Bradshaw, Neb., has elected the following officers: President, Charles Broehl; secretary, Roy E. Simmons, and treasurer, A. C. Simmons. The company has a capital stock of \$25,000, fully paid up. The McCloud Elevator has been purchased by the farmers' organization and it is now being remodeled preparatory to handling the new crop.

The promoters of the farmers' independent elevators of Nebraska (the National Farmers' Exchange) are talking about building an elevator at Omaha, Neb., to handle the grain from the co-operative houses in that state. They say they propose to put up a 100,000-bushel elevator if arrangements for terminal facilities can be made with the railway companies and the necessary funds for building can be raised.

The Rock Milling and Elevator Co.'s new 100,000-bushel grain elevator at Hutchinson, Kan., is rapidly nearing completion and it is expected to have it ready for the machinery by July 25. The building is 40x60 feet in dimensions and 114 feet high, of frame construction, metal clad, with a gravel roof. The engine house, near the elevator, has been completed and a 125-horsepower boiler installed. P. H. Pelkey of Wichita, Kan., is the contractor.

The Chicago, Milwaukee & St. Paul Railroad is building at Coburg Station, in the Kansas City East Bottoms, a grain elevator of cylindrical pattern, which when finished will have cost about \$100,000. Eighteen steel tanks, 24 feet in diameter and 80 feet high, with a storage capacity of 25,600 bushels of grain each, are being set in concrete and brick. Everything about the construction is to be fireproof, and the elevator when finished will be the largest in that section of the country.

The Atchison, Topeka & Santa Fe Railway Co. is now excavating and grading for its new gravity yards and 1,500,000-bushel elevator at Argentine, near Kansas City, Kan. The elevator will be the largest on the Santa Fe system and will be built on the land west of Argentine purchased by the railway company last year. The elevator proper will have a capacity of 1,000,000 bushels, but in addition there will be several large steel storage tanks, with an aggregate capacity of 500,000 bushels. The construction of the new elevator is to begin this summer. H. W. Sharp, superintendent



of the Santa Fe terminals, in a recent interview stated that the amount of work was so great that it would probably be two years before the yards and elevator are finished.

A large grain elevator will be built in Omaha, Neb., by A. B. Jaquith, president of the Exchange Grain Co. Excavation work for the foundation will begin immediately. The elevator will have a handling capacity of 400,000 bushels and will be equipped with modern machinery throughout. It will be so arranged that concrete storage tanks can be erected adjoining the elevator later.

It is rumored that the Moses Bros. Mill and Elevator Co. of Great Bend, Kan., will move their headquarters to Hutchinson, Kan., some time during the present year. The company has an elevator and flour mill at Great Bend and about forty stations on the lines of the Santa Fe west of that place. In the event of moving the company's headquarters to Hutchinson a large grain elevator will probably be built at that place. The reason for the proposed change is said to be to secure better shipping facilities.

A dispatch from Kansas City, Mo., under date of July 1, says: "The J. Rosenbaum Grain Company, which has been seeking a location for a 1,500,000-bushel elevator in West Armourdale, Kan., has closed a contract securing to it a large tract of land near the site of the Rock Island Elevator. Work will be commenced at once on the erection of an elevator to cost \$100,000 and have a 500-horsepower plant. The plans for the buildings are now being prepared in the Chicago office of the company. This will be the largest elevator in either Kansas City. This company has been operating the Rock Island Elevator under lease for nearly a year. The contract for the construction of the elevator and power plant has been let to the Macdonald Engineering Company of Chicago, Ill. The contract calls for a completed plant by October 1."

#### MINNESOTA AND WISCONSIN.

A farmers' elevator is to be built at Elko, Minn.

A farmers' elevator will be built at Little Falls, Minn.

Westerdahl Bros. are building an elevator at Hersey, Wis.

M. O'Hallaran has bought the Smith Elevator at Oakland, Minn.

The Atlas Elevator Co. is building an elevator at Raymond, Minn.

An elevator is now in course of construction at Crow Wing, Minn.

The Crown Elevator at Correll, Minn., has been undergoing repairs.

It is announced that a grain elevator will be built at Humbird, Wis.

The Exchange Grain Co.'s elevator at Danube, Minn., is closed for the summer.

Work has been commenced on the new Northwestern elevator at Norcross, Minn.

The W. W. Cargill Co.'s elevator at Simpson, Minn., is now closed for the summer.

The Morton Merchant Milling Co. will build a 60,000-bushel elevator at Morton, Minn.

The Farmers' Elevator Co. of Campbell, Minn., has decided to erect an elevator at that place.

A new steel grain pit has been placed in the Eagle Roller Mill Co.'s elevator at Revere, Minn.

H. E. Thomas & Co., grain and hay dealers at Minneapolis, Minn., have dissolved partnership.

K. P. Landru has leased the Farmers' Elevator Company's elevator at Garfield, Minn., for another year.

The Osborne-McMillan Elevator Co. is now building a new 20,000-bushel elevator at Otter Tail, Minn.

The Northwestern Elevator Co.'s new elevator at Appleton, Minn., is completed and open for business.

The Roach & Seeber Co., grain merchants of Waterloo, Wis., have increased their capital stock to \$150,000.

A new elevator is being erected at Donaldson, Minn. Ole Halvorson of Stephen, Minn., will be the manager.

The Federal Elevator Co. of Minneapolis is reported to have bought McCabe Bros.' elevator at McIntosh, Minn.

Campbell & O'Brien's elevator at Dundas, Minn., was closed for some time recently while repairs were being made.

The Farmers' Co-operative Elevator Co. of Ihlen, Minn., has let the contract for the erection of a 40,000-bushel elevator.

The foundation for S. H. Hall's new elevator at Browerville, Minn., is in and work on the superstructure is in progress.

The announcement is made that an elevator and grain cleaning house will be built at Bemidji, Minn., in the near future. Arrangements have been made for a site on the Great Northern right of way.

Duluth, Minn., grain men are said to be back of the enterprise.

Thomas Barr has retired from the grain firm of Barr Bros. at Correll, Minn., and the business will be continued by D. D. Barr.

Edward Danielson is reported to have sold his elevator at Dawson, Minn., to the Eagle Roller Mill Co. of New Ulm, Minn.

The Hardwick Farmers' Elevator Co. of Hardwick, Minn., has let the contract for the erection of an elevator at that place.

A gasoline engine will be installed in the Farmers' Elevator Co.'s elevator at Cottonwood, Minn., and other improvements made.

The Hancock Market Co. of Hancock, Minn., a farmers' organization, has decided to either buy or build an elevator at that place.

The Farmers' Elevator Association of Henning, Minn., recently advertised for bids for operating its elevator for the ensuing year.

The Appleton Farmers' Co-operative Elevator Company of Appleton, Minn., has decided to increase its capital stock to \$5,000.

The Spencer Grain Co. has sold its elevators at Wheaton and other Minnesota points to the Reliance Elevator Co. of Minneapolis.

The Western Elevator Co. will erect coal sheds at Ellendale, Minn., and handle fuel in connection with its grain business at that point.

The Hennepin Elevator Company is building a 30,000-bushel elevator at Benson, Minn. This will make the fifth elevator at that point.

The Younglove & Boggess Co. of Mason City, Iowa, is building a 12,000-bushel annex to the Hunting Elevator Co.'s elevator at Lansing, Minn.

The Eagle Roller Mill Co. of New Ulm, Minn., will build a 25,000-bushel elevator at Fairfax, Minn., in time for handling this year's crop.

The Truman Farmers' Elevator Co., a recent incorporation at Truman, Minn., will handle grain, flour and fuel. Coal sheds will be erected at once.

The Douglas Elevator Co. is tearing down the Farmers' Elevator it recently purchased at Morris, Minn., and will replace it with a new and larger house.

It is announced that the Prairie Elevator Company of Minneapolis, Minn., will erect several elevators on the new extension of the "Soo" north of Glenwood, Minn.

The contract for the erection of the Morgan Farmers' Elevator Co.'s 35,000-bushel elevator at Morgan, Minn., has been let. It will be operated by a gasoline engine.

A company has been organized among the farmers of Fairfax, Minn., and vicinity for the purpose of building a co-operative elevator. It will have a capital stock of \$10,000 in \$25 shares.

It is reported that the New Richmond Elevator Co. of New Richmond, Wis., will probably build an addition to its elevator and put in a feed mill. Other improvements are also to be made.

It is said that John Pokornoski will make some extensive improvements at his elevator in Silver Lake, Minn., this summer, including the erection of a new office and the installation of a gasoline engine.

The Nye-Schneider-Fowler Company will erect a new 25,000-bushel elevator at Kiester, Minn., to replace the one recently destroyed by fire. The Younglove & Boggess Co. of Mason City, Ia., has the contract.

A building permit has been granted the Van Dusen-Harrington Co. of Minneapolis, Minn., to erect two additional steel grain tanks in that city. The tanks will each be 65 feet high and 45 feet in diameter and will cost \$11,000.

The Hennepin Elevator Co. has been chartered at Minneapolis, Minn., with a capital stock of \$50,000, to deal in grain, hay, etc. George C. Harper and Martin T. Rohrer of Minneapolis and Clark B. Davidson of St. Paul are the incorporators.

Proctor Bros. of Oshkosh, Wis., are building a large grain elevator, warehouse and coal shed at Stockbridge, Wis. The town has no transportation facilities save those afforded by the lake. The elevator will be capable of handling the entire crop of the region. The promoters own their own boat line.

At the recent annual meeting of the stockholders of the Lewiston Farmers' Elevator Co. of Lewiston, Minn., the following officers were elected: President, Wm. Duane; vice-president, G. L. Elingsen; secretary, Edward Weimer, and treasurer, F. Beilke. A dividend of \$15 per share was declared.

Farmers in the vicinity of St. Peter, Minn., have decided to erect a 15,000-bushel elevator on the C., M. & St. P. Railway at Pettis in Le Sueur County, Minn. The organization will be a branch of the National Farmers' Exchange. Edward McGraw and C. A. Mott are interested parties. Pettis is not a postoffice.

It is reported that the elevator of the Farmers' Co-operative Elevator Company at Owatonna, Minn., has been closed and the manager arrested, charged with embezzlement, and indicted by the grand jury.

James McQuade is building a 30,000-bushel elevator at DeGraff, Minn., on the site formerly occupied by his flat house, that building having been moved to another location. This will give De Graff four grain elevators.

The Fairmont Elevator Co. of Fairmont, Minn., held its annual meeting recently and elected the following officers: President, C. S. Livermore; vice-president, H. W. Sinclair; secretary and treasurer, C. N. Peterson. G. F. Hine was retained as buyer for the coming season. The business of the company is said to be in a prosperous condition.

#### OHIO, INDIANA AND MICHIGAN.

The new elevator at Lapland, Ind., is about completed.

J. M. Neer has bought a Hall Grain Distributor for his elevator at Marion, O.

Slack & Jay have succeeded Slack Bros. in the grain and hay business at Muncie, Ind.

The Beard Elevator Company of Morrice, Mich., is building a grain elevator at Durand, Mich.

The Heyman Milling Company will install a gasoline engine in its elevator at Greenwich, O.

Faulk Bros., grain and feed dealers at Wellsville, Ohio, have leased additional storage room in that city.

Schunck & Beirsdorfer have purchased the grain elevator of the Model Milling Company at Celina, O.

The grain firm of Hood & Conrad, at Hicksville, Ohio, has been dissolved, Mr. Hood succeeding to the business.

The grain firm of Gage, Kendall & Dewey at Grass Lake, Mich., is succeeded by Gage, Kendall & Wolfinger.

Brown, Stevens & Cargo is the style of the firm succeeding J. R. Hall in the grain business at Bellevue, Mich.

The Princeton Elevator Co. of Princeton, Ind., has purchased Ford & McGregor's elevator at Mount Carmel, Ind.

F. B. Mims & Co. of Lansing, Mich., are building a 20,000-bushel elevator at that place. It will be completed by August.

Joseph, Neidig, Upper Sandusky, O., has purchased a Howe Gasoline Engine from the Borden & Selleck Co., Cleveland, O.

The grain firm of Busenbark & Co., of New Market, Ind., has bought the elevator at Pawnee, Ind., and will move it to Lapland, Ind.

The name of the Leipsic Produce Exchange (not incorporated) at Leipsic, O., has been changed to the E. J. Reed Coal, Hay and Grain Exchange.

Weaver & Watkins of Laingsburg, Mich., will increase the capacity of their elevator by the addition of a cupola and put in a large size A. T. Ferrell & Co. Clipper Cleaner.

R. S. Meek & Sons' grain elevator at Greensburg, Ind., was entered by burglars recently and the safe was blown open with nitro-glycerin. The robbers secured about \$100 in money.

The Alexandria Flour and Grain Co., whose premises at Alexandria, Ind., were recently destroyed by fire, has purchased Gaines & Co.'s feed store in that city and taken possession.

The Princeton Elevator Company, operating elevators at Princeton, Francisco, Fort Branch, McGary Station and Mount Carmel, Ind., has increased its capital stock to \$50,000. H. D. McGary is president.

The J. P. Barnhouse Grain and Seed Co. has been incorporated at Morral, Ohio, with a capital stock of \$15,000. The incorporators are: J. P. Barnhouse, G. L. Watts, J. B. Campbell, H. H. Bearer and J. B. Martin.

B. F. Lauck has sold his grain elevator at Bucyrus, O., and will retire from active business. Mr. Lauck has been engaged in the grain trade continuously at Bucyrus since 1859, with the exception of the time he spent in the army during the Civil War.

The Wood Company of Medina, O., which has erected a new elevator at that place, has placed its order with the Borden & Selleck Co., Cleveland, O., for a five-horsepower Howe Gasoline Engine and several Howe Scales, consisting of hopper, dormant and wagon scales.

The formal transfer of the grain elevators of the Bellevue Grain Company and W. H. Gardner & Co., located at Bellevue, O., together with the elevators at Flatrock, Parkertown, Colby and Omar, O., to the newly incorporated W. H. Gardner Grain Co. has been made. The officers of the new corporation are: President, William H. Houle; vice-president and general manager, W. H. Gardner;



secretary and treasurer, F. E. Leinhard. The capital stock is \$50,000.

The Medina Farmers' Exchange Company is building a new elevator at Medina, O., and has given its order to the Borden & Selleck Co. of Cleveland, O., for a 28-horsepower Howe Gasoline Engine and an outfit of Howe Scales, consisting of wagon, dormant and hopper scales.

The Toledo Elevator Co. of Toledo, Ohio, has purchased a site in Shelbyville, Ind., and will erect a large grain elevator. The new house will be built near the Lateral Railway and the Pennsylvania Railway Co. has agreed to construct a switch to the elevator, furnishing excellent shipping facilities.

#### WESTERN.

H. F. Fisher is erecting a two-story feed warehouse near his mill at Silverton, Ore.

Moon & Tingley, feed dealers at Eugene, Ore., are reported to have dissolved partnership.

Miller & Schroeder is the style of a new flour and feed firm which will do a wholesale and retail business at Tacoma, Wash.

The Myrtle Point Lumber Co. of Myrtle Point, Ore., is said to have succeeded W. Reynolds in the grain, hay and feed business at that place.

The Washington Grain and Milling Company of Seattle and Reardon, Wash., has leased the line of warehouses on the C. W. Railway and branches owned by the Seattle Grain Company.

The Lewiston Milling Co., Ltd., of Lewiston, Idaho, is erecting a large grain warehouse adjoining its mill at that place. The new building will be 100x40 feet in dimensions and is to be completed in time for the storage of this year's crop.

A new grain and commission firm, under the style of Paterson, Smith & Pratt, has been incorporated at Portland, Ore. The firm is composed of T. W. Smith, O. C. Pratt and R. J. Paterson. Offices will be maintained at Portland and San Francisco and a general grain and flour handling business will be done.

A company has been incorporated in the Yakima district of Washington, under the style of the Sunnyside Railway Co., to build a railway in the Yakima Valley to connect with the Northern Pacific, and to build and operate a telephone and telegraph line in connection therewith. The company also proposes to build and operate grain elevators and warehouses along the line of the railroad. The route of the proposed railway is from the tracks of the Northern Pacific Railway Co. near Toppenish, Wash., thence in an easterly direction to Sunnyside, Wash., thence southeast to a point at or near Prosser, Wash.

#### SOUTHERN AND SOUTHWESTERN.

The Reliance Milling Company of Kenton, Tenn., is erecting a new grain elevator.

The New Era Milling Co. of Arkansas City, Kan., is building an elevator at Middleton, Okla.

T. H. Bunch will erect a grain elevator at Argenta Station (Little Rock), Ark., to cost \$100,000.

The Oklahoma Mill Co. has built an addition to its elevator at Hennessey, Okla., increasing the storage capacity to over 20,000 bushels.

The Harris-Scotten Co. of Chicago has erected a 15,000-bushel grain elevator at Justin, Texas. J. H. Wilson will have charge as manager.

The Hughes Elevator Co. is erecting an elevator on the N. C. & St. L. Railway at Nashville, Tenn., that will cost when completed about \$25,000.

The Whaley Mill and Elevator Co. of Ardmore, Ind. Ter., has increased its storage capacity by the erection of another grain warehouse at that place.

The Pembroke Elevator Co. has been chartered at Pembroke, Ky., with a capital of \$8,000. A. O. Dority is president and C. W. Morrison, secretary-treasurer.

The Clifton Grain Co. has been incorporated at Clifton, Texas, with a capital stock of \$5,000, to succeed to the business of the Clifton Trading Co. T. M. Pool, A. E. Nelson, A. Peterson and others are the incorporators.

A territorial charter has been issued to the Farmers' Elevator and Exchange Co. of Medford, Okla., capitalized at \$6,000. The incorporators are: D. L. Akins, J. E. Musselman, Peter J. Becker, E. A. Wright and others.

The Peckham Grain Co. has been incorporated at Peckham, Okla., with a capital stock of \$3,000. The incorporators are: L. C. Muret, J. L. Welch, Grant Simmons, Austin McCormack, T. A. Lindauer, J. H. Skair and R. C. Bailey.

One of the Chesapeake & Ohio Grain Elevator Co.'s elevators at Newport News, Va., which were closed down for an indefinite period on May 15, is reported to have been started up. The other will probably remain idle for a time. The railroads are bringing some grain to that port, and the export business has been resumed. The houses of the Chesapeake & Ohio Co. had been in continuous

operation for about fifteen years prior to the shutdown of May 15, which was said to be due to freight rate discrimination against that port.

A charter has been granted to the Hitchcock Mill and Elevator Co. of Hitchcock, Okla., with a capital stock of \$15,000. The incorporators are: I. H., E. H. and H. C. Lookabaugh of Watonga, Okla., and J. C. Dill of Okeene, Okla.

The Fairfax Grain and Elevator Co. has been incorporated at Fairfax, Okla., with a capital of \$7,500. The incorporators are: Henry McGraw of Perry, Okla.; Thomas F. McGraw of Ponca City, Okla., and L. A. Wismeyer of Council Grove, Kan.

The Hughes Warehouse and Elevator Co. of Jefferson County, Alabama, has been incorporated at Birmingham, Ala., with a capital stock of \$25,000. H. H. Hughes, E. C. Lewis, Thomas J. Felder, Thomas Taylor and William Boyd are the incorporators.

The Empire Grain Company of Fort Worth, Tex., has purchased a tract of four and one-half acres of land on the Frisco right-of-way, west of that city, and will erect a large elevator and handling house. The elevator will have a storage capacity of 100,000 bushels. The complete plant will cost about \$50,000. Work will be commenced at once.

The Bluegrass Commission Company of Lexington, Ky., has purchased a site and will erect a brick mill building, a 50,000-bushel elevator and a brick warehouse. The company does a grain and hay business. W. B. Talbert is president and general manager. About \$35,000 will be invested.

#### CANADIAN.

An elevator is to be built at Wauchope, N. W. T. The storage capacity of A. A. Meneley's elevator at Maple Creek, Assa., has been increased.

John Thompson has sold his flour and feed business at Hamilton, Ont., to O'Rourke & Hayes.

The Lake of the Woods Milling Co.'s elevator at Steinbach, Man., has been reopened for the season.

Ben Spearman, a flour and feed merchant at Stonewall, Man., has moved into new and larger quarters.

The Lake of the Woods Milling Co. has been repairing and overhauling its elevator at Arden, Man. New dump scales were put in.

Davidson Bros., Lacombe, Alberta, have sold their feed mill and engine to J. W. Shirkey of Bentley, Alberta, who has removed the machinery to that place.

The Canadian Elevator Co.'s elevator at Methven Junction, Man., was broken into recently by tramps. They only secured a revolver, some cartridges and about 80 cents in postage stamps.

The construction work on the Ogilvie Flour Mills Co.'s new 500,000-bushel elevator at Fort William, Ont., is progressing favorably. It is being built by the Macdonald Engineering Co. of Chicago, Ill.

The Dominion Government is planning the erection of a 2,000,000-bushel grain elevator at Port Colborne, Ont., in the near future. The house is to be ready for use by next spring and will cost about \$1,250,000.

The Barnett & Record Co. of Minneapolis, Minn., has the contract for the construction of the Canadian Northern Railway Co.'s new 500,000-bushel cleaning and drying elevator at Port Arthur, Ont., which will be operated in connection with its recently completed tile elevators.

The Ames-Brooks Co. of Duluth, Minn., will engage in the grain commission and shipping business at Winnipeg, Man., and a company, under the style of the Zenith Grain Co., Ltd., has been organized for that purpose. The officers of the new corporation are: President, Ward Ames Sr.; treasurer, Ward Ames Jr.; secretary and manager, Harry T. Swart. Mr. Swart has been manager of the Great Northern Elevator at Duluth for a number of years. The new company will open offices in Winnipeg about August 1. The Ames-Brooks interests are said to be planning the erection of a large grain elevator at Fort William, Ont., and have been looking over the ground with that object in view.

The Empire Elevator Co. of Winnipeg, Man., has incorporated with a capital stock of \$2,000,000. The Canadian promoters are: Nicholas Bawlf, W. H. McWilliams, S. P. Clarke, Frederick Phillips, W. W. McMillan and John Love, all grain merchants. The other members of the company are grain men, capitalists, etc., from the States. Concerning the objects of the company a Winnipeg dispatch says: "The company proposes to build elevators and carry on an extensive business in grain at Fort William and in the city of Winnipeg, having taken unusually full powers for this purpose under Dominion acts which permit them to carry on their business at any place in the Dominion, although the chief office is to be in this city." The company's new elevator now in course of construction at Fort William, Ont., will be completed in time to handle this year's crop. It will have a working-house capacity of 500,000 bushels, and a tile tank

storage of 1,250,000 bushels. Its machinery will be capable of unloading 150 cars of grain in ten hours and two 500-foot vessels, or the largest that ply the Great Lakes, will be able to tie up at the elevator's wharf and be loaded at the rate of 60,000 bushels an hour. The concrete work of the structure is built on a pile foundation, the piles being driven to a depth of 50 feet. It is said that the Empire Elevator Co. will probably build another elevator at Fort William next year. The Barnett & Record Co. is building the new house and has about 400 men working on this and the other elevators it is erecting at Fort William.

The breaking of the cylinder head of the engine in the Canadian Pacific Railway Co.'s Elevator "D" at Fort William, Ont., on June 16, tied that house up for several days until repairs could be made. At that time only Elevator "E" was in working order, as the work of installing the electric power in elevators "A" and "C" had not yet been completed. There were about 1,000,000 bushels of wheat in Elevator "D" at the time of the breakdown. The engine from the burned Elevator "B" will be installed in Elevator "D," to supplement the power plant of that house. After the fire it was found that the engine of Elevator "B" was practically uninjured, and it will require only a few minor repairs to place it in good condition. With the installation of the additional engine in Elevator "D" the handling capacity of that house will be about doubled. The work on the new steel working house to Elevator "E," which will replace the burned Elevator "B," is progressing favorably. It will have a handling capacity of about 300 cars of grain a day. The Barnett & Record Co. is the contractor.

#### EASTERN.

G. H. Wilbur is erecting a building at Buzzards Bay, Mass., which he will use as a grain store.

The Wellington Manufacturing Company of Lititz, Pa., is building a new grain elevator near its plant in that city.

Lumley & Potter are erecting a grain elevator at Basom, N. Y. It will be 30x50 feet in dimensions and two stories high.

The four steel storage tanks which are being built for the Steelton Flouring Mill Co. at Harrisburg, Pa., are rapidly nearing completion.

The Boutwell Milling and Grain Co. of Troy, N. Y., has completed a new office building to replace the one wrecked by the collapse of the wall of an adjoining building on May 13.

Pruyn & Stanley, wholesale grain and feed dealers of Johnsonville, N. Y., have completed a new warehouse, 47x125 feet, adjoining the tracks of the Boston & Maine Railway in that city.

The Kirwan Bros. Grain Co. of Baltimore, Md., has been incorporated with a capital stock of \$10,000. Walter and Emory Kirwan, H. C. Hinds, Joseph M. Warfield and W. E. Marshall are the incorporators.

Joseph N. Waite, who has been manager of Prentiss, Brooks & Co.'s flour, feed and grain store at East Hampton, Mass., for the past six years, has engaged in business for himself and opened a grain store in that city.

The Duquesne Flour and Grain Co. has been chartered at Newark, N. J., with a capital stock of \$50,000. Walter H. Sloane, Charles T. Neale, Edward Elsworth, Samuel E. Metcalf and Harry H. Picking are the incorporators.

A resolution passed by the Common Council of Auburn, N. Y., giving W. F. Whiting, a grain dealer and miller of that city, permission to move his elevator from its present location to another site, was vetoed by the mayor.

The buildings at Fall River, Mass., formerly used as a grain store by Joseph Cadieux, have been purchased by William Chaplaw, a grain and hay dealer of that city, who will move them to his present place of business. The buildings consist of the main structure, 50x80 feet, and a team shed, 27x50 feet.

The Stuyvesant Grain Co. has been incorporated at East Orange, N. J., with a capital stock of \$50,000, of which \$30,000 is common stock and \$20,000 is preferred. The incorporators are: W. H. Sloane, C. T. Neale, Edw. Elsworth, S. G. Metcalf and H. H. Picking.

Articles of incorporation have been filed by the Trenton Grain and Hay Co. of Trenton, N. J., with a capital stock of \$10,000. The incorporators are Harvey G. Reed, George S. Reed and Edward McKenney. The company will do a general grain and hay business at Trenton.

The large grain elevator and sheds of the Boston & Maine Railroad at the Mystic wharf, Charlestown (Boston), Mass., which were destroyed by the fire of July 5, will be rebuilt at once. The new elevator will be smaller than the burned one and will be as nearly fireproof as it is possible to construct it. The new house will have a capacity of 750,000 bushels, and will be modern in every par-



ticular. The old sheds will be replaced by two-story steel structures.

The feed, grain, fuel and lumber business of Abraham Wilensky & Son at Passaic, N. J., has been incorporated, with a capital of \$25,000.

At the annual meeting of the stockholders of the Ogdensburg Terminal Co., which owns and operates a grain elevator at Ogdensburg, N. Y., the following directors were elected: Dr. W. Seward Webb, George T. Jarvis, Dr. John A. Mead, Louis Hasbrouck and Henry H. Powers.

At East Orange, N. J., the Dearborn Flour and Grain Co. has been incorporated with a capital stock of \$50,000, to deal in flour and grain. The incorporators, and the holdings of each, are as follows: Walter H. Sloane, \$11,150; Charles T. Neale, \$3,650; Edward Elsworth, \$10,000, and Samuel G. Metcalf and Harry H. Picking each \$100.

A recent dispatch from Portland, Me., says: "The Grand Trunk elevators at Portland, or rather No. 3 elevator, for that is the only one in use, now contain the least amount of grain they have since they have been built. The total quantity of all kinds on hand for foreign shipment, in accurate figures, is but 251,391 bushels, a bare quarter of a million bushels, when the capacity of No. 3 is 1,500,000 bushels. The amount of grain in the elevator for local shipment to different points along the coast is but 50,000 bushels in round numbers. The grain shipments and arrivals at Portland during the past spring have been smaller than they have for a number of years. The poor crops of 1903 have been assigned as the cause.

#### IOWA.

W. H. Eaton's new elevator at Emerson, Ia., is nearing completion.

Roberts & Kingdon succeed C. L. Roberts in the grain business at Grinnell, Iowa.

Gard Bros. are erecting a grain and fuel warehouse, 40x100 feet, at Sioux City, Iowa.

C. H. Cooper & Son have succeeded to the grain business of Gordon & Cooper at Hancock, Iowa.

Barbour & Yonkin have sold their elevator at New Sharon, Iowa, to A. W. Augspurger of Farmer City, Ill.

T. J. Killam has sold out his interest in the grain and lumber business of Killam & Smith at St. Charles, Ia.

The Stanhope Farmers' Elevator Co. has purchased the Marfield Elevator Co.'s elevator at Stanhope, Iowa. Possession was given July 1.

George D. Wernli, who sold his elevator at Le Mars, Ia., a short time ago, has taken a position with the newly organized Home Grain Company at Kansas City, Mo.

The Younglove & Boggess Co. of Mason City, Iowa, is reported to have the contract for the erection of a 40,000-bushel elevator at Malcomb, Iowa, for Hubbert & Son.

A 20,000-bushel grain elevator is being built at Archer, Ia., for the Edmonds-Londergan Co. of Marcus, Ia. The Younglove & Boggess Co. of Mason City, Ia., has the contract.

The Jackson Elevator Co. of Cedar Rapids, Iowa, will erect a grain elevator at Swisher, Iowa. Swisher is a new town on the Eastern Iowa Interurban Co.'s road near Iowa City, Iowa.

The Newton & Northwestern Railway will establish a new town between Boone and Fraser, Ia. The new place will be named Blake, in honor of the general manager of the road. A grain elevator will be built there.

The Wheeler Grain and Coal Company is making extensive improvements to its elevator at Pocahontas, Ia. An addition is being built and cleaning machinery will be installed. The elevator will be used as a cleaning station for the line of houses operated by the company.

The grain and live stock business of Stockdale & Dietz at Walcott, Iowa, has been incorporated under the style of the Stockdale & Dietz Co., with a capital stock of \$50,000. The officers are: Phillip Dietz, president; John Stockdale, vice-president; Louis Maack, secretary, and James E. Stockdale, treasurer.

Ira Schofield has sold his one-half interest in the grain and fuel business of Kern & Schofield at Charles City, Iowa, to Ellis Bros. of that city, and a company has been incorporated under the style of the Iowa Grain and Fuel Co. to continue the business. The new company has a paid-up capital stock of \$40,000, and the following are the officers: President, S. L. Kern; vice-president, C. D. Ellis; secretary and treasurer, A. E. Ellis. Mr. Kern will have charge as general manager.

Martin Thorsen, said to have been the first man to successfully grow wheat in the Red River Valley of North Dakota, died in Portland, Ore., on June 21, aged 64 years.

## COMMISSION

Alphonse Le Duc, European representative of Brosseau & Co., Chicago, who has been in Europe for the last eighteen months, has returned to this city.

Harvey Williams of Chicago has formed a connection with the Hoit Grain Co. of Minneapolis and will be its representative on 'Change at Chicago.

Arrangements have been made whereby the Chicago grain commission firm of Fyfe, Manson & Co. will be represented at Joliet, Ill., by W. C. Crolus.

Ulric King, receiver for George H. Phillips of Chicago, after his first failure in July, 1901, distributed the first dividend of 1¼ per cent on June 30.

John C. Keller, of C. A. King & Co. of Toledo, Ohio, left that city on July 2 for a three weeks' vacation trip with his wife to Duluth and the Northwest.

An involuntary petition in bankruptcy has been filed against Richard L. Boyd, a Chicago grain commission merchant, and a receiver has been appointed to take charge of his affairs.

E. H. Martin & Co., grain commission merchants of Des Moines, Ia., have sold their business to Ware & Leland of Chicago. C. E. Gray will manage the Des Moines office for the new owners.

On July 1 Frank E. Gulick, for two years manager of the western department of the Calumet and Western Elevator Co. of Chicago, accepted a position in a similar capacity with Requa Bros.

The Chicago Grain and Elevator Co. of Chicago, Ill., has opened offices at Davenport, Iowa, in the quarters formerly occupied by the Hadden-Rodee Co. G. G. Graves has been retained as manager.

The Thyson Commission Company of St. Louis, Mo., suspended business on July 8. The suspension was caused by the failure of customers to put up margins. It is understood that the liabilities will be small.

Lloyd L. Dorsey, for many years assistant grain inspector for the Baltimore Chamber of Commerce, has taken charge of the Baltimore interests of the Missouri Valley Grain and Export Company of St. Louis and Baltimore.

Cyrus Dupee, one of the oldest members of the Chicago Board of Trade, celebrated his golden wedding on June 22. Several of the members joined in sending him a handsome gold plate and a complimentary letter.

The Champaign and Mattoon, Ill., wires operated by S. H. Greeley, and the Lincoln and Decatur, Ill., wires of H. H. Randolph, which were a part of the Laidley service, have been taken over by Fyfe, Manson & Co., Chicago.

The old-established house of W. G. Press & Co., Chicago, has opened an office for city business in the Brother Jonathan Building at No. 2 Sherman street. Grain and stock orders will be handled. W. H. Phelps is office manager.

Charles F. Stoppani, of the stock and grain firm of Ennis & Stoppani, New York City, has been elected a member of the Chicago Board of Trade. This gives the firm two memberships on the board, Thomas A. Ennis having been a member for some years.

Charles D. Fisher, one of the founders and the senior member of the firm of Gill & Fisher, Baltimore, retired from active business on July 1. The business of the firm will be continued, however, under the same title by Blanchard Randall and George S. Jackson. Mr. Fisher has always been in the grain trade.

M. E. Halley, who was recently suspended from the New York Consolidated Exchange, has been expelled from membership in the Chicago Board of Trade by the directors. Mr. Halley had been a member of the Board of Trade for ten years, and was connected with Ware-Leland as head trader in the wheat pit until a year ago, when he went to New York.

The Hadden-Rodee Co., grain commission merchants of Milwaukee, Wis., called a meeting of creditors on June 27 and made an offer to pay 100 cents on the dollar if given a year's time. This proposition was accepted. The company was embarrassed by the failure of the New York firm of Woodend & Co. and transferred all its trades to B. W. Frank & Co., of the Milwaukee Chamber of Commerce. The Hadden-Rodee Co. lost about \$40,000 in the Woodend failure. Business has been resumed, the company having reorganized under the style of the Hadden-Kennedy Co. Mr. Rodee retiring. The incorporators of the new company are: E. G. Hadden, P. D. Kennedy and E. L. Brad-

bury. The capital stock is \$25,000, and a general grain commission business will be done.

Somers, Jones & Co., Chicago, have incorporated with a capital stock of \$25,000 to do a grain commission business. The incorporators are: A. L. Somers, C. A. Jones and J. B. Gascoigne.

Edward S. Jones severed his connection with the Chicago grain commission house of Bartlett, Frazier & Carrington on July 1 and will spend the summer with his family on his ranch in Wyoming. He had been with the above firm for three years, and since the reorganization had managed all its business on the floor of the Chicago Board of Trade. It is said that on Mr. Jones' return to Chicago in September he will go with another large house.

The Hogan Grain Company has been organized at Nashville, Tenn., with a capital of \$10,000, to do a grain commission business at West Nashville. The new company has opened offices in that city and its business will be handled through the Steel Elevator and Storage Company of West Nashville, Tenn. M. Murray Hogan, head of the new corporation, has been vice-president of the Bell-Duff Commission Company, grain and hay dealers at Nashville, and has been one of the moving spirits in the local grain exchange.

Portus B. Weare, one of the oldest members of the Chicago Board of Trade, and formerly head of the Weare Commission Company, was on July 5 expelled from the Board. In March, 1903, Mr. Weare was suspended for two years, and the expulsion followed a lengthy session of the directors, at which a number of witnesses were heard, and a report received from a special committee which had been at work on the case for months. The specific charges were made by country customers, who alleged misappropriation of both margins and profits. Mr. Weare was a pioneer business man in Chicago. He was formerly in the fur trade and at one time controlled the largest fur house in the West. Later he engaged in the produce commission business, subsequently becoming interested in grain. He established the firm of P. B. Weare & Co., which was later succeeded by the Weare Commission Co. This concern built up an extensive private wire system, the operation of which is believed to have contributed to Mr. Weare's difficulties, the expense of the system eating up the profits. The company's elevator system was placed in the hands of a receiver about a year ago.

On the application of creditors whose claims aggregated \$25,571, Edwin G. Day was on June 15 appointed receiver in bankruptcy for the Chicago grain and stock commission firm of W. H. Laidley & Co. The petitioning creditors and the amount of their claims were: T. E. Price & Co., \$6,766; Nash-Wright Co., \$8,985, and A. D. Nast & Co., \$10,000. At the time the petition was filed the attorney for Laidley & Co. asserted that the firm's assets aggregated more than \$300,000 and that the liabilities did not exceed \$40,000. It developed later, however, that the liabilities amounted to about \$85,000 and that the assets were not more than \$20,000. The firm's trades, consisting of 2,000,000 bushels of grain and a large quantity of provisions, were closed out on July 16, and on the same date the receiver secured a restraining order preventing Mr. Laidley or any of his agents from disposing of any of the assets of the firm. Seventy banks were notified to hold all deposits of W. H. Laidley and W. H. Laidley & Co. Mr. Laidley was examined before the referee in bankruptcy on July 21, but the examination failed to bring to light any additional assets, although some rather sensational facts regarding the bankrupt's personal expenditures and alleged gambling habits were developed. On July 6 Mr. Laidley was suspended from the Board of Trade for an indefinite period.

The stand of broom corn is short, owing to lack of good seed.

North Alabama farmers are especially proud of their white corn, which has been bringing 50 cents at the wagon to go to the meal mills.

The annual banquet of the Salt Lake Grain, Flour and Produce Exchange took place Friday, July 1, at Lagoon. The address of welcome was delivered by President Hyrum Bennion. Other speakers were Colonel C. A. Smurthwaite, Ed M. Miller, William M. Roylance, Aug. H. Vogeler, Mayor E. E. Rich, Judge John H. Bailey, Thomas Murnane and Bert Bailey. The grain nine and a flour dealers' nine played a game of baseball.

Dr. Richard T. Gottheil of Columbia University, New York, who has a broad knowledge of oriental tales and proverbs, relates an old Persian story about a pessimistic farmer. "Good friend," a visitor said to the farmer, "you are fortunate this year." He pointed to the heavy and rich grain fields spreading as far as the eye could see. "You can't grumble," he went on, "about your crop this season, eh?" "No," whined the pessimist, "but a crop like this is terribly wearing on the soil."



## THE EXCHANGES

The plan for making Buffalo elevators regular for the storage of New York contract grain goes into effect August 1.

A. J. Lovejoy, the recently appointed registrar of the Illinois state grain inspection department, has assumed his new duties.

The official grain sampling department of the Chicago Board of Trade is established in its new quarters on the seventh floor of the Board of Trade Building.

The board of directors of the St. Louis Merchants' Exchange has ordered that hereafter the continuous quotations of the St. Louis wheat market be sent to the Minneapolis Chamber of Commerce.

The special assessment of \$25 on the memberships of the Chicago Board of Trade is payable July 20. This will create a fund of \$45,000 with which to retire fifteen memberships at the special price of \$3,000, if desired. The last sale of a membership was at \$3,075.

We are indebted to H. B. Moore, secretary and treasurer of the Duluth Board of Trade, for the annual report of that body for the year ending December 31, 1903. The report is largely devoted to statistical reviews of the business of the Board for the period under review.

The Duluth Board of Trade has adopted a new commission rule, charging a commission of 1 per cent on wheat handled; also a rule charging interest on drafts sent in payment of bills of lading when cars billed are delayed. The penalty for violation is from \$100 to \$200 for each offense.

At a meeting of the Chicago Board of Trade grain inspection committee, the warehouse committee and the warehouse commissioners, held June 29, the management of the grain inspection and sampling department was discussed. It was decided to appoint a committee to take charge of the new department and formulate rules for its working.

The St. Louis Merchants' Exchange has voted down the proposed amendment to the rules which permitted the delivery of No. 1 and No. 2 hard winter wheat on No. 2 red contracts at an agreed arbitrary difference of 5 cents discount on the price of hard from soft. The board of directors has ordered to vote an amendment which provides that on defaults on wheat contracts the basis of settlements is to be made the actual value of the wheat, plus 5 per cent penalty.

Gill & Fisher, Hammond & Snyder and the St. Louis Muller Co., grain dealers of Baltimore, on June 28 presented two silver decanters and a set of glasses to Mr. George T. Gambrill as a token of appreciation of his services as chairman of the transportation and law committee of the Baltimore Chamber of Commerce when it was decided to hold the railroad responsible for the deterioration of the grading of grain because of delay in transportation of the shipments. The matter was placed in the hands of the committee, which effected a very satisfactory settlement. Mr. William R. Hammond made the presentation in one of the rooms of the Masonic Temple, where the Chamber of Commerce is temporarily located. Mr. Gambrill fittingly responded.

Members of the Chicago Board of Trade who have favored making a grade of new No. 3—No. 3 white and No. 3 yellow corn—failed to put in an appearance before the warehouse commissioners on July 7, the date set for the hearing. On this date the grain committee and leading shippers met the railroad and warehouse commissioners to urge the adoption of their plan to make the inspection by the official sampler of the Board official also under the rules of the state inspection department. The commissioners were asked to establish the office of sampler and appoint men to be recommended by the grain committee, their salaries to be paid by the Board of Trade. The warehouse commissioners did not take kindly to the suggestion, Commissioner French making the counter proposition that the commission appoint the samplers and pay their salaries. This did not suit the members of the grain committee and the meeting adjourned without accomplishing anything. The matter will be taken up again.

### NEW GRAIN AGREEMENT.

Representatives of the New York Produce Exchange and the New York trunk lines have agreed to a modification of the grain agreement.

The new agreement relates to the inspection, grading, consolidation and delivery of grain arriving by rail at the port of New York, and provides that the railroad companies may put together in elevators, warehouses, boats or barges, provided by themselves for the purpose, grain of the same kind and grade, without regard to its ownership,

after the same has been inspected and weighed in accordance with the agreement. The receivers of grain, however, shall have the right, if they so desire, of preserving the identity of ex-lake grain, and shippers have the same privilege, if they desire to exercise it. Railroad companies will issue guaranteed certificates for grain consigned to New York when consolidated and graded under the provisions of the agreement, the quantity of grain represented by each certificate not to exceed 5,000 bushels.

### ELECTION AT RICHMOND.

The Richmond Grain and Cotton Exchange held its annual meeting June 27. In the absence of the president, the first vice-president, W. F. Richardson, Jr., presided. The inspectors of election, S. R. Gates, W. T. Selden and W. W. Smith, reported the following duly elected to serve for the term ending June 30, 1905:

President, John F. Jacob; first vice-president, W. F. Richardson, Jr.; second vice-president, R. A. Justis.

Board of Directors—Edward Alvey, W. U. Bass, W. C. Bentley, S. T. Beveridge, John R. Cary, F. H. Deane, T. H. Ellett, W. R. Johnston, George T. King, George D. Mayo, T. L. Moore, N. R. Savage, C. L. Todd, C. W. Wingfield and R. T. Webster.

At the close of the election the president announced to the meeting the death of George A. Haynes. A special committee of three members was appointed to prepare suitable resolutions and to report to a general meeting of the trade to be held June 28. This committee, which was composed of Messrs. J. D. McIntire, F. H. Deane and C. L. Todd, subsequently presented a preamble and resolutions expressive of the sorrow and regret on the part of the membership of the Exchange at the death of Mr. Haynes. The report was adopted, ordered to be recorded and a copy sent to the family of the deceased. As a further mark of respect it was decided that the members of the Exchange attend the funeral services of Mr. Haynes in a body.

### CHICAGO REGULAR ELEVATORS.

All the elevators that were regular under the Chicago Board of Trade rules last year, with the exception of the Alton house, have been declared regular for another year by the directors. The Alton Elevator Co. has asked those having grain in its house to move it out as soon as possible, the sanitary district having taken part of the elevator to widen the Chicago River. The National Elevator, operated last year by Richardson & Co., is made regular under the ownership of Harris, Scotten & Co. The regular storage capacity now is 22,450,000 bushels, a reduction of 4,300,000 bushels from last year. This leaves plenty of working capacity, which can be increased whenever necessary. There is always an abundance of available storage capacity of 50,000,000 bushels outside of the 26,000,000 bushels "regular" the past year. The regular list, effective July 1, as it stands at present, is as follows:

	Capacity, bushels.
Armour elevators, A, B and B annex, C, F.....	15,000,000
St. Paul and Fulton Annex.....	800,000
Calumet Elevator C.....	1,500,000
Central Elevator A.....	900,000
Chicago and St. Louis Elevator and Annex .....	2,000,000
National Elevator .....	1,000,000
Peavey Elevator B.....	1,550,000
Rock Island Elevator A.....	1,200,000
South Chicago C and Annex.....	3,000,000
Union Elevator .....	2,000,000
City Elevator .....	1,000,000
Galena Elevator .....	700,000
Total .....	31,450,000

### CHANGES IN OMAHA RULES.

As a result of the recent controversy growing out of the inspection of corn the Omaha Grain Exchange will make certain changes in its inspection rules.

The proposed changes affect paragraphs 7 to 10 inclusive of the rules governing future trading. The grain committee will be increased from five to seven members and these members are not limited to individuals of the board as formerly. It further provides in case one or more members of the committee shall be interested in any grain, these members are debarred from acting. But three members must remain unaffected to act and in case that number does not remain the president shall appoint temporarily other members of the Exchange. The board of directors shall decide which members are disqualified at any time. When by disqualification or other reason the committee shall be made to consist of an even number, one of these shall be retired for the time by lot.

To paragraph 8 are added rules governing delivery which cause the holder of warehouse re-

ceipts who is to make delivery to notify the elevator company of the particulars in regard to them and shall furnish cars. The other changes do away with ambiguities, if existing, provide for due notice and regular procedure in all deliveries and provide who shall pay fees in all cases.

When the changes shall have become effective by formal action the president of the Exchange will appoint a new grain committee. It is understood, however, as more than likely that the present members will be continued on and two new men named to fill the new places. The committee at present consists of A. B. Jaquith, chairman, F. S. Cowgill, E. C. T. Twamley, George H. Lyons and Nathan Merriam.

### PITTSBURG GRAIN AND FLOUR EXCHANGE.

At the recent annual meeting of the Pittsburgh Grain and Flour Exchange the following were chosen for the board of managers: W. A. Kober, C. A. Foster, J. W. Smith, Philip Geidel Jr., W. A. McCaffrey, R. E. Austen, John Floyd, S. R. Patterson, W. W. Beatty, Robert Thorne, J. A. A. Geidel, D. G. Stewart and A. H. Sunshine. The directors subsequently elected officers as follows: President, Philip Geidel Jr.; vice-president, John Floyd; secretary, Robert Thorne; treasurer, W. W. Beatty.

Philip Geidel Jr., the new president, is a member of the firm of Geidel & Dickson and is one of the most popular members of the Exchange. He was born May 9, 1867, in Pittsburgh and has won splendid success since he entered the grain business in 1883. He formed his present partnership with John Dickson in 1898. He has long been a leader in the Exchange and for fifteen years has been a member of the board of directors. He also served as secretary and vice-president.

The Exchange is in a flourishing condition, many new members having been added during the past year. The treasurer's report showed a balance of \$1,200 over expenses.

## BARLEY AND MALT

The Finke Uhlen Brewing Co., of Burlington, Wis., has bought a Howe Hopper Scale from the Borden & Selleck Co. of Chicago, Ill.

The Manitowoc Malting Co., of Valders, Wis., has purchased of the Borden & Selleck Co., of Chicago, a 7-horsepower Howe Gasoline Engine for its plant.

A dispatch from Prosser, Wash., under date of June 24, says: "A. B. Richman, of Horse Heaven, brought to town some samples of white winter barley. One stool of this grain produced eleven heads, containing by actual count 1,323 grains of barley."

The Mankato Malting Co. of Mankato, Minn., recently opened its new malting plant in that city for the inspection of the public for a period of one week. The malt house of the plant has a daily handling capacity of 2,250 bushels of barley. The plant is modern in construction and equipment, and was completed last spring. The main building is 84x132 feet in dimensions and 112 feet high. The dry kiln is 66x72 feet, and 84 feet high. Oscar Bierbauer is president of the company, and Herman Bierbauer superintendent.

Articles of incorporation have been filed by the Winona Malting Co., of Winona, Minn., capitalized at \$200,000, which has been organized to establish a malting plant in that city. The officers of the new company are: Fred F. Bullen, president; A. F. Bullen, vice-president and secretary; H. E. Blair, treasurer. The board of directors includes the officers and M. S. Bullen and C. A. Purcell. As soon as a site has been decided upon, a malting plant with a capacity of 1,000,000 bushels will be erected. The company expects to lease an elevator at Winona and erect the malt house near it. It is now the intention to have the new plant ready for business in time to take care of this year's barley crop.

### IMPORTS AND EXPORTS OF BARLEY AND MALT.

BARLEY.			
Imports—	Bushels.	Value.	
May, 1903 .....	25	\$	18
May, 1904 .....	6,140		3,078
Eleven mo. end. May, 1903....	56,362		30,136
Eleven mo. end. May, 1904....	30,687		45,226
Exports—			
May, 1903 .....	5,270		4,636
May, 1904 .....	204,545		119,776
Eleven mo. end. May, 1903....	8,127,108		4,494,970
Eleven mo. end. May, 1904....	10,759,848		6,223,647
BARLEY MALT.			
Exports—			
May, 1903 .....	24,165		17,616
May, 1904 .....	57,801		42,914
Eleven mo. end. May, 1903....	313,885		229,126
Eleven mo. end. May, 1904....	404,643		291,202



## COURT DECISIONS

[Prepared especially for the "American Elevator and Grain Trade" by J. L. Rosenberger, LL. B., of the Chicago Bar.]

### Tender Not Required After Announcement That Grain Will Not Be Received.

In an action for breach of contract for the sale and delivery of 25,000 bushels of corn, the undisputed evidence showed that within the time the corn was to be delivered the defendants brought one load of corn to the town where the delivery was to be made. They then called upon the plaintiffs, and informed them that they were ready and willing to deliver the whole of the 25,000 bushels, but were informed by the plaintiffs that it was too late, and that they would not receive it. The Supreme Court Commissioners of Nebraska say (Lapham vs. Bossemeyer Bros., 98 Northwestern Reporter, 699) that that court has reiterated the common-sense rule that a formal tender of money is never required where it is disclosed that if it had been made it would have been futile. That is only a paraphrase of the time-honored maxim that the law does not require vain things. When the plaintiffs, within the time fixed for the delivery of the corn, formally announced to the defendants that they would not receive it if it were brought and tendered to them, the defendants had a right to presume that they spoke advisedly and with a full knowledge of their intentions, and were not required to commit the folly of producing 2,500 bushels of corn and making a formal offer of it, knowing that the plaintiffs would not receive it.

### Failing to Furnish Sufficient Cars and Increasing Rates.

The fourth appellate division of the Supreme Court of New York says that the plaintiffs in the case of Strough et al. vs. New York Central & Hudson River Railroad Co. (87 New York Supplement, 30) were dealers in hay. In the summer and fall of 1899 they purchased of the farmers living near several local stations along the railroad a large quantity of hay, designed to be shipped to New York and Boston. The hay was pressed and stored by them in barns near the railroad, except such part as was shipped as it was drawn in by the farmers. Before purchasing the hay the dealers made inquiries of the local station agents of the company, and also of its division freight agent, to ascertain if there was to be any increase in the tariff charge for the shipment of hay, and were informed by each of said agents that there was to be no increase so far as such agent knew. During the year 1899, and for some time prior thereto, hay had been classified in what is known as the sixth class of merchandise. From September 1 to January 1 the dealers shipped over the railroad quite a large quantity of this hay, but were unable to procure sufficient cars to transport all they had on hand for shipment. They made demands daily of the various local agents for more cars, but were unable to procure them.

The question whether the company unreasonably neglected to provide a sufficient number of cars to forward this freight, which was one of the causes of action set up in this case, the court holds was properly submitted to the jury, and their verdict determined that the company was not unreasonable in its failure to provide sufficient cars. The company's general traffic manager testified that during the fall of 1899 there was an unusual and extraordinary call for freight cars, and especially for the transportation of perishable goods, and apparently preference was given to the shipment of goods of that character. The company was not apprised of any urgent necessity for the shipment of this hay. It was not within the class denominated perishable merchandise, and its sale in midwinter might as readily be made as earlier in the season. It was not, therefore, the court continues, called upon to put forth any unusual efforts to remove the hay. The ordinary duty of exercising reasonable care and diligence as a common carrier to furnish cars adequate for the transportation of freight was incumbent upon it, but not to discriminate in favor of these dealers where the demands exceeded the capacity of the company and the anticipated or usual calls upon it. So, under the evidence, it was a fair question of fact whether there was any unreasonable neglect on the part of the company to furnish the dealers with the cars which they needed.

On January 1 hay was placed in the fifth class of merchandise, involving an increase in the freight rate. Less than the 10 days' notice of the advance in rates required by the interstate commerce act was given, but the dealers knew of the notice that was given when it was first posted and continued to ship their hay, paying the increased rate without a murmur, until all had been

shipped. Nor did it appear that any part of the hay was loaded in the first few days of January, so that it might be said that the dealers did have the full 10 days' notice before they delivered their hay to the company. The court holds that they paid the money voluntarily, and they could not recover it back. Moreover, it does not think it was error to decline to permit the jury to pass upon the question whether this increased rate was reasonable or not, because, it says, there was no proof given on the part of the dealers to sustain that charge, and their voluntary assent to it implied that the rate was reasonable. Again, the court says, there was no implied agreement whereby the dealers were entitled to ship the hay at the old rate. A discrimination of that kind excepting them from the general freight tariff would be against public policy, and simply because a man has on hand a large quantity of merchandise which he intends to have transported by a common carrier does not relieve him from any reasonable increase in the freight charge which may be made while the goods are in his custody for future transportation. The fact that they endeavored to obtain the cars to ship the hay before the increased rate became operative did not change this rule, as the jury found that the company did not neglect improperly to perform its duty in furnishing cars.

## IN THE COURTS

The Loftus-Hubbard Elevator Co. at St. Paul has sued F. B. Merrill to recover \$101.48, alleged to be due on a car of hay delivered at Cass Lake, Minn.

The Supreme Court of Wisconsin has held that the "Omaha" Railroad elevator at Superior is "necessary to the operation of the road," and is, therefore, not taxable locally.

The Gerlach Bank of Woodward, Okla., has begun suit against the Hutchinson Feed and Grain Co. of Hutchinson, to recover \$300, moneys said to have been advanced on a draft.

Paul Kuykendall has begun an action in Chicago against Adolph J. Lichtstern, broker, to recover \$300,000. Only a praecipe was filed, which says he is suing "for the county of Cook, as well as for himself," indicating sums lost in grain or stock deals. Mr. Lichtstern denies any knowledge of a man of the name given.

Sig. Hayward, grain dealer at Fremont, Ill., some time ago sued Frank Scott, a farmer, for loss on corn which Scott failed to deliver at a certain price. Scott's defense was that he agreed verbally to make delivery if the roads were in condition; they became impassible. The jury and the Appellate Court both sustained his side of the case.

Arguments were heard on June 18, at Jackson, Miss., in case of Alabama & Vicksburg R. R. Co. against the Mississippi Railroad Commission, an action to prevent the commission from putting into effect a 3½-cent rate on grain and grain products between Meridian and Vicksburg, as ordered last December. The road secured a temporary injunction in December.

On June 28 application was made for a receiver for the Choctaw Elevator Co. of Memphis, the allegation being that the company is insolvent and that the local manager credited himself with grain as overages which properly belonged to grain shippers. The evidence tended to show that the elevator owners have been taking tare of 100 pounds per car in weighing in grain; but in defense it was claimed that shortages at destination of cars loaded out were made good by the elevator.

Some years ago Robert Van Tassel sold to Adam Best a piece of land in Princeville, Ill., with the proviso that it should never be used for elevator purposes. Best sold a half interest to James E. Wakefield, and the two proceeded to build an elevator upon the land. Van Tassel sued for possession and obtained it through the Supreme Court. Then W. E. Wakefield, holder of the improvements by virtue of a foreclosed mortgage, sued Van Tassel for their possession and obtained from the Circuit Court an order permitting him to remove them. From this order Van Tassel has appealed.

The Supreme Court of Michigan has reversed the Circuit Court in the case of McLane, Swift & Co. against the Botsford Elevator Co. of Port Huron. McLane, Swift & Co., in October, 1901, placed in the defendant's elevator \$6,000 worth of oats to be cleaned and clipped and to be shipped on orders. The oats were not all shipped (McLane, Swift & Co. alleged through the elevator company's negligence or failure to follow instructions) and were burned during the same month. The suit was to recover the loss, and the Circuit Court gave McLane, Swift & Co. a judgment. This the Supreme Court has reversed, that court holding that the failure to ship was not "a proximate cause of the loss

of the oats." The fire being an accidental one, the accident was the proximate cause of the loss.

Robert B. Lytle has begun suit at Chicago, asking for an accounting from his broker, Lyman Everingham. Mr. Lytle took "flyers" in oats and lost \$8,500.

The Kemper Grain Company of Kansas City, Mo., has begun suit against the L. & W. Ry. Co. for damages resulting from alleged negligence in transporting grain to Kansas City. The first count is for loss of \$97.15 on 60,000 pounds of corn shipped from Arrington on May 23 and not delivered until June 19; the second, for \$32.50 loss on 60,000 pounds of corn shipped from Havensville, of which only 30,000 pounds were delivered; the third for \$18.50 loss on 62,750 pounds of corn shipped from Soldier, of which only 59,950 pounds were delivered; the fourth for \$21.50 loss on 60,000 pounds of corn shipped from Wheaton, of which only 57,200 pounds were delivered, the original shippers all having assigned their interests to the plaintiff.

### THE ADVENTURES OF A SECRETARY.

[At a meeting of the Kansas State Grain Association, held in Kansas City on June 7, 1904, although not upon the program, Mr. H. H. Whiteside, an attorney-at-law of Hutchinson, Kan., was called upon to make a speech and did so, in part as follows:]

A few minutes ago, happening to be in the hall, I was informed by your honorable secretary (E. J. Smiley) that I would be called upon for a speech. Not being either a grain dealer or a producer, I at once said to him, "What can I say to a meeting of this description which will either instruct or entertain? Every member of the meeting knows more about the subject of the meeting than I do." "Oh," he replied, "talk about something that you know as much about as they do; for instance, the war in Asia, or anything else you see fit."

Since you gentlemen have honored me with this call, I accept the suggestion of your secretary, as a matter of necessity, because it is all I can do, under the circumstances; and I wish to notify you all now that I am an Associated Press dispatch expert on the subject of the Japanese-Russian war. I can tell you very graphically what I know about it. First, I will say that, from hearsay, it is in the northeast part of Asia. Second, it began about Korea and Manchuria, and I presume will end in a compromise, by which a part of the territory in dispute will go to Japan and part to Russia. Third, I am informed that the Japanese are doing some mighty good fighting; and I know that they excite the sympathy of the American people, probably because it is a little man fighting a big man.

I apprehend, however, gentlemen, that, as you deal in the "staff of life," you may think about what they eat at this time. Anyone would suppose, from the way the Japanese fight, that they are fed on wheat bread, roast beef and potatoes. We have an idea, as a wheat and meat eating people and pretty good fighters, too, that a man who eats wheat bread and roast beef can outfight anybody else; but, as a matter of fact, the Japanese eat rice and vegetables, affording another example of the fact that it depends a great deal more upon what is in a man's head than what is in his stomach. You will recollect that the ancient Spartans did excellent fighting and governed themselves in an excellent manner when their favorite food was black broth with a little barley bread. We know that our own ancestors did well in New Orleans and Yorktown on hog and hominy, just as well, perhaps, as this generation did on wheat bread and beef at Santiago and Manila.

But, diverging from the suggestion of your secretary as to a subject, I may, in truth and in fact, congratulate you, gentlemen, upon the past record of your business, its present condition and its future prospects. For some years past this great granary, one of the greatest, perhaps, of any of the world, has had bountiful harvests and prices have been good. This year another large harvest is almost mature and prices will certainly be good.

We, of course, do not rejoice at the misfortunes of other people, but we may advert to them as facts which affect economic questions in our jurisdiction. The Spanish war made a considerable demand for bread supplied by ourselves, which demand was increased by the Boer African war, and now, without doubt, this Russo-Japanese war will continue to keep up the price of grain for some time to come. It is said that in Manchuria, along both the Yellow and Amoor rivers, there are vast regions suitable for the production of wheat; but such is the disturbance of that country that many years will elapse before these great natural resources are developed to such an extent as to materially lessen the demand for our flour even in the North Pacific. I may say, also, that shortly we will embark upon the cutting of the Isthmus of Panama, which will affect the trade of all the countries bordering on the Caribbean Sea and, no doubt, furnish a large demand for the cereal in which you deal. I may therefore say to you, gentlemen, that no body of men in business ever had finer prospects than you



have; and if you were religiously inclined, it might be suggested that you would turn this meeting into a thanksgiving meeting.

On the road to Kansas City, to see your officers about some private business, I met with a minister of the gospel, of central Kansas, who seemed to have heard of your meeting and resented the fact that it was to occur at Kansas City, Mo. He said to me that Kansas City is getting to be a bad place; every sinner in Kansas wants to meet, for some reason or other, at Kansas City, Mo.; instead of meeting at their own virtuous towns, they go down to this big metropolis on the hills, where they can do as they please. He remarked, "In my judgment, the sinfulness of Kansas City, Mo., is the cause of the high waters in the rivers there; and if they don't quit seeking pleasure and money and go to praying, either the river will undermine the hills and will sink down in the water or the subterranean fires will blow it up."

I said to the old gentleman, "I have known Kansas City for thirty years and it has really been getting better all the time; and, in addition, your argument about water is not very forcible, because the water first falls up in your part of Kansas and gives you a good ducking before it gets down to the mouth of the Kaw." "Oh, yes," he said, very keenly, "that is the way the Lord has of getting at them. The Lord can't get at them any other way, but He will get at them until He washes the hills away if they don't turn from pleasure to prayer."

Now, gentlemen, I give you this advice of the old gentleman for what it is worth; and I would suggest that if you are inclined to take it you call upon your honorable secretary to lead the classmeeting, because I happened to be with him in the western part of Kansas on one occasion when his soul was very much tried and a populist judge and county attorney were attempting to dedicate a new jail with his corporal presence, alleging that he belonged to a trust and was violating the anti-trust law. I did all I could to save him, but finally sank back exhausted and told him that he was absolutely "up against it," that I could do nothing more for him. He turned to me with wild excitement and said, "What in the name of heaven am I to do?" and I said to him, "You have got to trust in heaven; nothing but prayer will save you." Thereupon he commenced a series of supplications applied to the sheriff, applied to the county attorney, and applied long and vigorously to the judge of the District Court and he prevailed. The point was the judge of the District Court was determined not to allow him to supersede by a bond a judgment he had given against him, but force him into jail, well knowing that he could not secure the assistance of a writ of habeas corpus, owing to the remote region, for three or four days, and well knowing that the fact that he was in jail would be pretty thoroughly advertised in the meanwhile. But his prayer turned aside the wrath of that judge.

I do not know whether all the members of this Association are aware that they have such an accomplished secretary, as none of them were present on that occasion, the officers all at that time having a great affection for the line which ran between Missouri and Kansas. I tell you this chapter in the history of your secretary, so that if you want to make use of his powers to beseech and to implore and to beg you will know how vigorous and how accomplished they are.

However, gentlemen, I do not want you to think that your secretary was a criminal, because he was not. He has taken his case to the Supreme Court of the United States, which, no doubt, will determine that right shall prevail over might and not might over right. I mention this matter of appeal, in order that he may not appear, from my statement, as having a stigma upon him.

But, leaving all facetia aside, I will say to you, gentlemen, from my knowledge of the operation of your Association, that it is a very commendable organization and productive of much good to the grain producers and the grain consumers, as well as yourselves. I believe by your collective wisdom and your co-operation in certain respects that the farmer gets the best possible price for his grain and it is transported economically, cleanly and promptly to where it may be consumed. The grain crop is very large in this region. The handling of it between the producer and the consumer requires much ability, as well as much integrity.

There is a moral responsibility in any legitimate line of business; and any class of business men deserve praise or censure as they discharge or neglect this moral responsibility. I know of no class of men who have been more reliable, more prompt and more considerate than the grain dealers. I think they are fully the peer of other business men; and I wind up by congratulating you not only upon your prosperity, but also for your intelligence and virtues.

Senator Burton, of Rialto Grain Company notoriety, has been granted an appeal directly to the U. S. Supreme Court, and will there claim that because the checks were cashed in Washington City, consequently the crime was committed there, and that he could not be tried in St. Louis.

## FIRES--CASUALTIES

The W. W. Cargill Co.'s elevator at Le Roy, Minn., was burned recently.

N. J. Olsen's grain elevator at Shepard, Minn., was struck by lightning on June 17 and damaged to the extent of about \$50.

Turner Bros.' elevator at Cumberland, Iowa, was recently destroyed by fire of unknown origin, together with about 1,000 bushels of wheat and 400 bushels of oats.

The Pease & Dwyer Co.'s grain elevator at Memphis, Tenn., was damaged by fire on the morning of July 5. The loss on the building and contents is estimated at about \$40,000.

Two freight cars loaded with wheat were burned in the yards of the Lackawanna Railroad at Jersey City, N. J., on the morning of June 14. The loss on cars and contents is about \$5,000.

While loading a car of wheat at the Belt Line Elevator at Eighty-seventh Street, Chicago, on June 30, Peter O'Malley, an employe of the house, was caught in the rush of grain and smothered. The unfortunate man was 33 years old.

Noble Bros.' elevator at Fossil, Ill., was struck by lightning on June 30 and burned to the ground. The building is said to have contained about 16,000 bushels of grain. The elevator was insured, but there was no insurance on its contents.

The Peavey Elevator at Kandiyohi, Minn., was struck by lightning on June 17 and four of the men who were in the building at the time were rendered unconscious. They soon recovered, however. The damage to the elevator was small.

Edward Lariviere, eighteen years old, son of J. B. Lariviere, a grain and hay dealer of Fall River, Mass., on July 2 struck at a bale of hay with a hook, and, missing it, the hook swung back with sufficient force to strike him in the left eye, puncturing the eyeball.

The Canadian County Mill and Elevator Co.'s elevator at El Reno, Okla., was totally destroyed by fire of unknown origin at 4 o'clock a. m., June 21. The burned building contained a quantity of oats and wheat. The loss is \$5,000, partially covered by insurance.

The grain elevator at Van Wert, Ohio, owned by J. W. McMillen & Son, was burned on June 12. The fire originated in the engine room and was discovered at about 2 o'clock p. m. The loss on the elevator and contents is estimated at \$10,000. The property was insured.

O. B. Crane's grain warehouse at Avon, Mass., was struck by lightning during an electrical storm on June 21 and burned. The building contained about twelve tons of hay, 1,000 bushels of oats, a quantity of feed and some farm implements. The loss is estimated at about \$2,000, with \$600 insurance.

The elevator at Milnor, N. D., known as the Consolidated Elevator, and operated under lease by the Andrews & Gage Co., was destroyed by fire on the morning of July 5. About 2,600 bushels of grain were also consumed. It is thought that the fire was of incendiary origin. The elevator will probably be rebuilt.

The Churchill-White Elevator on the 3-I Railway at Hamlet, Ind., owned by the United Grain Co., was burned to the ground, together with its contents, on June 15. The cause of the fire is unknown. The elevator had a capacity of 12,000 bushels and was about half full of corn and oats at the time of the fire.

The Farmers' Warehouse at Downs, Wash., was burned recently. A spark from a passing engine is supposed to have caused the fire. The building contained about nineteen bales of sacks, but no grain. It was insured for \$2,000. The house was a frame structure 60x100 feet in size. It will be rebuilt in time for handling this season's crop.

Fire in H. K. Webster & Co.'s grain elevator at Lawrence, Mass., on the morning of June 18, caused a loss of about \$1,000. The fire started in the basement of the building and was caused by an overheated journal igniting the woodwork above. The elevator is a four-story structure and contained a large quantity of grain. The fire was first discovered at about 10 o'clock a. m. The loss is covered by insurance.

During a windstorm at Buffalo, N. Y., on June 30, the movable tower at the Electric Elevator was blown from its anchorage and ruined. It was about 125 feet high, 30 feet in length and 20 feet wide. It rested on the tracks in front of the elevator and was used in connection with the elevator in loading and unloading boats at that point. When not in use it was fastened with a heavy chain to prevent it slipping along the tracks. On the morning of the above date the tower was torn from its moorings by the force of the gale and

slid along the track, striking the car table at the end of the tracks and toppling over. The loss was \$4,500.

The premises of Griffin Bros., grain dealers at Fall River, Mass., were damaged by fire of unknown origin at an early hour on the morning of July 5. The loss to the building and contents is estimated at \$1,500, covered by insurance. A large quantity of grain was damaged by smoke and water.

The Interior Warehouse Co.'s grain house at Diamond, Wash., was burned on the afternoon of June 9. There were but a few bushels of wheat in the warehouse. The fire is supposed to have caught from a spark from a passing locomotive. The Pacific Coast Elevator Co.'s elevator near by caught fire several times from the burning warehouse, but was saved by a bucket brigade. The loss is \$5,000, with \$2,000 insurance.

John L. Johnson, grain buyer at the Truax & Betts Elevator at Humboldt, S. D., recently met with a serious accident. He was standing on a ladder adjusting a pulley on a shaft in the top of the elevator when he lost his footing and fell a distance of 45 feet into the bottom of an empty wheat bin. He was unconscious when taken out, but fortunately had suffered no more serious injuries than a broken rib and some bruises.

The premises of G. Olafson & Co., grain hay and feed merchants at Winnipeg, Man., were damaged by fire and water to the amount of about \$25,000 on June 25. The fire started in the basement and was first discovered at 11:30 o'clock a. m. There were about 200 tons of baled hay and a quantity of wheat stored in the basement. The cause of the fire is not known. The firm carried \$25,000 insurance on the building and \$4,500 on the stock.

The Cleveland Grain Co.'s elevator at Mattoon, Ill., was destroyed by fire of supposed incendiary origin on the night of June 19. The fire was discovered at about midnight by a switching crew on the Big Four Railway. The blaze started in the driveway of the elevator. Several freight cars and a nearby lumber yard were also burned. The loss on the elevator and contents is estimated at \$18,000, with insurance for about three-fourths of that amount.

An incendiary attempt to burn the Manning Elevator on the Valley Branch of the B. & O. Railroad at Charlestown, W. Va., was made on the night of June 16. The fire was started in the warehouse adjoining the elevator among some bales of hay. The fire was discovered at about 11 o'clock p. m., and the prompt arrival of the local fire department prevented the spread of the flames to the elevator. The house is operated under lease by Long & Reed. The damage to the structure in which the fire started is estimated at \$300 and was covered by insurance.

The elevator at Altura, Minn., owned by the W. W. Cargill Co. of La Crosse, Wis., was burned during a conflagration on the night of June 16, which for a time threatened to destroy the entire village. The fire is said to have originated in some oil and waste in the machine shed of the local hardware store. The flames quickly spread to near-by structures, completely wiping out the business portion of the town. There was no grain in the elevator. The loss on the elevator is estimated at \$5,000, partly covered by insurance. The total loss occasioned by the fire is estimated at about \$50,000.

The grain elevator of the Boston & Maine Railroad and the company's freight houses on the two piers at the Mystic Wharf, Charlestown (Boston), Mass., were burned on the afternoon of July 5. The Allan Line steamer Austrian, which was tied to the wharf, caught fire and was towed out into the stream by tugs. Her upper works were burned to the decks. The crew of the Austrian jumped overboard, being driven out by the intense heat, and two of them are dead, while several others are reported missing. The fire was started by a bolt of lightning striking the freight shed of the Hamburg-American Line during a severe electrical storm. The building contained a quantity of hay and other inflammable material and the flames quickly spread to the other warehouses and the grain elevator. Some of the near-by piers and buildings were saved by the city firemen and the fire boats. The new Chelsea bridge was damaged at the Charlestown end and several buildings were badly scorched. The burned elevator was built of frame, metal clad, and was over 150 feet high. It contained a large quantity of wheat and other grain, all of which was destroyed. The entire loss occasioned by the fire is estimated at about \$700,000. The amount of insurance carried was \$251,351.

The Nebraska Experiment Station has just issued Bulletin No. 84, containing an account of tests of a large number of grasses, clovers and other forage plants. The bulletin may be obtained free of cost by residents of Nebraska upon writing to the Agricultural Experiment Station, Lincoln, Neb.



## CROP REPORTS

North Carolina has a good crop of wheat and the oats crop is fair.

The latest crop reports of the C. N. R. and C. P. R. are favorable.

Georgia's corn crop is reported better than last year, with an increased acreage.

Corn in Alabama is promising, although there are some reports of lack of moisture.

New Tennessee wheat is going to mill in some parts of the state. The yield and sample are good.

Corn and oats are doing well in West Virginia. Wheat crop is light because of much winter-killing.

Berks County, Pa., will have good crops of wheat and rye. Blight is reported from York and Adams counties.

H. R. Heath, head of the Ft. Dodge, Iowa, oatmeal mill, says the oat crop of the state will be fully up to the average.

New crop barley arrived at San Francisco on May 30. The wheat crop of the state is not expected to exceed 500,000 tons.

Western New York will make a good crop showing this year. Corn alone is out of line, but good growing weather from now on will bring that up.

Corn in the Red River Valley is from two to three weeks late. The plant is well rooted, however, and only needs favorable weather conditions.

Reports from Indiana grain dealers indicate that corn and oats are doing well. Statistician Johnson estimates the wheat crop at 20 to 25 million bushels.

Oregon, Washington and Idaho are harvesting a bumper crop of wheat. The acreage of oats and barley in Washington are both larger than a year ago.

C. A. King & Co. of Toledo estimate the wheat yield of Missouri at 40,000,000 bushels from reports of their correspondents, or 18,000,000 bushels more than last year's yield.

Wheat conditions in South Dakota are satisfactory, and early grain is heading. Oats, barley and rye are making good progress. Corn is backward, but making moderate growth.

In Texas corn is practically all made. Wheat and oats have been harvested and a portion of the crop thrashed. Oats are going to market rapidly and wheat is also being delivered.

M. T. Russell of Des Moines says of Iowa crops: "Corn is growing nicely, good color, and as a rule clean. Saw some fields being laid by. Oats heading out, short straw and good-sized heads."

Records of the Great Falls, Mont., weather bureau to the end of June showed that the season had been the driest since 1892, but the damage to crops was not serious up to that time.

Heavy rains early in the month put a stop to wheat harvesting in Indian Territory. Binders could not get into the fields and farmers resorted to cradling in order to save a portion of the uncut crop.

Geo. H. Lyons of Omaha estimates the spring wheat area of Nebraska 10 per cent larger and the winter wheat 25 per cent smaller than last year. He reports oats conditions fine, but corn as having too much rain.

The state report for Missouri places the winter wheat crop at 31,392,000 bushels, the yield per acre being 13 bushels. The quality is 79 and 41 per cent of crop has been harvested. Corn condition is 75, against 74 last year.

The area under corn in Ohio this year is 2,990,827 acres. The condition on July 1 was 83. Oats condition was 95; wheat, 59. Wheat prospects improved 5 points during June, but the crop is very short. Bulk of corn was planted late and has not attained great growth. The average, however, is good and unless season is unusually short the yield will be a good one.

The Kentucky crop report makes the wheat condition 79, as compared with 67 last month, and 75 a year ago. Oats are put at 85 and rye at 83. The wheat crop of Kentucky, according to the acreage and condition of the government Agricultural Department last month, was estimated at 6,470,000 bushels, the acreage being 645,000. Kentucky last year produced 7,728,000 bushels.

The Iowa report, under date of July 4, says: "The corn crop has made fairly good progress, being generally well cultivated, and many of the most advanced fields have been laid by in good condition as to size and vigor of plant. The stand is materially below a perfect stand, or 100 per cent, and this has been measurably true of every corn crop grown in the state in the past twenty years. The final output of the crop, whether it shall be

up to or below the actual average of the past decade, depends wholly upon future weather conditions."

According to C. V. Topping, secretary of the Oklahoma Millers' Association, practically all the wheat is in shock. He places the yield at 20,000,000 bushels. Other advices say that oats are being harvested, with light to fair yields. Some rust is reported, and some fields very weedy. Corn made a rapid growth, with most of the crop laid by, in excellent condition. It is tasseling and silking.

Henry Little, president of the Pillsbury-Washburn Company, after a visit to the wheat fields of Southern Minnesota and South Dakota, says the wheat prospect is very favorable. Taking the entire area covered, it might be said that the wheat is a little behind the average in point of development, and in a few places is noticeably backward by comparison with last year. The plant stands well, however, and a little good weather will bring it along.

H. L. Nicolet, commercial editor of the Kansas City Star, was quoted on July 7 as saying: "I think there is no question but that the heavy rains in Kansas the last few days cut the crop down 15,000,000 to 20,000,000 bushels. This is the opinion of the two largest line elevators here. I would not put Kansas over 70,000,000 bushels. Missouri is hardly hurt, and I do not think will go over 32,000,000 bushels. Rough reports do not make Nebraska over 36,000,000 bushels on the present basis. Most of the Kansas wheat is dead ripe, and the greatest part of the best wheat area had two to three inches of rain last night on top of fields already soaked."

The Illinois crop report for the week ended July 4, says: "The growth of corn has not been rapid, but its condition in general is good; warmer weather is needed to advance it to a seasonable stage of growth. Cultivation continued throughout the week in the northern half of the state and a large proportion of the crop has been laid by; this work in the southern half was delayed by wet conditions. Further improvement in the condition of oats is reported and, except in the northern district, a full average crop is now expected. A good crop of wheat is being harvested in the central and southern districts. Although there is some complaint of rust, the quality of the grain is believed to be generally excellent. In the northern district, where little is raised, it is thin and rusty, but well-headed. Harvesting was delayed by rains in the southern section, where it is about half done."

Snow's monthly report, based upon returns of local conditions on July 1, makes condition of winter wheat 78.2, an improvement of two points since June 1. Spring wheat condition, 91.7, an improvement of one point during June, indicating a possible winter wheat crop of 375,000,000 bushels, with 300,000,000 of spring, but the southwestern rains of course upset this calculation. Acreage of corn is estimated at 93,800,000, an increase of 2.6 per cent over last year. Condition of crop on July 1, 89, against 84 last year and 92 in 1902; distinctly low only in Missouri and Kansas, where continued rains in June prevented cultivation. Elsewhere the crop is clean, well worked, and in good color, but everywhere late on account of cool weather and especially cool nights. Condition of oats, 90.7 on July 1, against 90.1 a month ago. Crop late and harvest further delayed by rainfall. Straw short, but local observers anticipate a moderately good rate of yield, promising a total of about 900,000,000 bushels.

Preliminary returns to the chief of the bureau of statistics of the Department of Agriculture show the acreage of corn planted to be about 91,930,000 acres, an increase of about 2,130,000 acres, of 2.4 per cent on the area planted last year, as revised in December. The average condition of the growing crop on July 1, was 86.4, as compared with 79.4 on July 1, 1903, 87.5 at the corresponding date in 1902, and a ten-year average of 88.4. The average condition of winter wheat on July 1 was 78.7, as compared with 77.7 last month, 78.8 on July 1, 1903, 77 at the corresponding date in 1902, and a ten-year average of 78.3. It should be borne in mind that this report relates to conditions on July 1, and takes no note of the effects of storms that have occurred in certain states since that date. The average condition of spring wheat on July 1 was 93.7, as compared with 93.4 last month, 82.5 on July 1, 1903, 92.4 at the corresponding date in 1902, and a ten-year average of 86.8. The average condition on July 1 of spring and winter wheat combined was 84.5, as compared with 80 on July 1, 1903, and 82.9 at the corresponding date in 1902. The amount of wheat remaining in the hands of farmers on July 1 is estimated at about 36,630,000 bushels, equivalent to about 5.7 per cent of the crop of last year. The average condition of the oats crop on July 1 was 89.8, as compared with 89.2 last month, 94.3 on July 1, 1903, 92.1 at the corresponding date in 1902, and a ten-year average of 87.3. The average condition of barley on July 1 was 88.5, against 90.5 one month ago, 86.8 on July 1, 1903, 93.7 at the corresponding date in 1902, and a ten-year average

of 87.1. The average condition of winter rye on July 1 was 88.0, as compared with 90.2 on July 1, 1903, 91.2 at the corresponding date in 1902, and a ten-year average of 89.7. The average condition of spring rye on July 1 was 90.8, as compared with 88.3 on July 1, 1903, 91.2 at the corresponding date in 1902, and a ten-year average of 87.4. The acreage of flax is less than that of last year by about 826,000 acres, or 25.6 per cent, and the condition on July 1 was 86.6. The acreage of potatoes, excluding sweet potatoes, is greater than that of last year by about 99,000 acres, or 3.4 per cent. The average condition on July 1 was 93.9, as compared with 88.1 on July 1, 1903, 92.9 at the corresponding date in 1902, and a ten-year average of 92.0. The acreage of tobacco is less than that of last year by about 231,000 acres, or 22.3 per cent. The average condition on July 1 was 85.3, against 85.1 one year ago.

Jones estimates the winter wheat production at 342,000,000 bushels, or 59,000,000 bushels less than last year. The showing by states is as follows:

States.	Estimated yield 1904.	Yield 1903.
Ohio .....	17,000,000	28,000,000
Michigan .....	8,000,000	15,000,000
Indiana .....	16,000,000	24,000,000
Illinois .....	16,000,000	16,000,000
Missouri .....	32,000,000	22,000,000
Kansas .....	73,000,000	92,000,000
Nebraska .....	38,000,000	40,000,000
Kentucky .....	7,000,000	7,000,000
Tennessee .....	8,000,000	8,000,000
New York .....	8,000,000	10,000,000
New Jersey .....	1,500,000	1,500,000
Pennsylvania .....	20,000,000	26,000,000
Delaware .....	1,250,000	1,250,000
Maryland .....	10,000,000	10,000,000
Virginia .....	8,000,000	7,000,000
Southeast Atlantic states.	5,000,000	5,000,000
Texas .....	11,000,000	19,000,000
Arkansas .....	2,500,000	2,000,000
West Virginia .....	6,000,000	5,000,000
California .....	17,000,000	21,000,000
Oklahoma .....	19,000,000	26,000,000
Indian Territory .....	3,000,000	3,000,000
Oregon .....	15,000,000	12,500,000
Totals ...	342,250,000	401,250,000

## HAY AND STRAW

A light crop is reported at Middlebush, N. J.

Haying is in progress in the vicinity of Brockton, Mass.

Wet weather has delayed haying around Clyde, N. Y.

Hay is said to be fairly good around Nora Springs, Ia.

The hay crop in the vicinity of Oregon, Ill., is reported light.

A large crop of hay is being harvested around Sanilac Center, Mich.

An average hay crop is looked for in the section around Carson City, Mich.

A Gaylord, Mich., report says the hay crop in that vicinity promises well.

A good hay crop is said to be assured in the vicinity of Ft. Pierce, S. D.

A Sturgeon Bay, Wis., report says that hay will make a big crop in that section.

A Chehalis, Wash., report states that the hay crop in that section will be short.

Hay in the vicinity of Wilkesbarre, Pa., is estimated at about an average crop.

Cut alfalfa has been damaged by heavy rains in the section around Winfield, Kan.

Haying has commenced around Edinburg, Ind., and the crop is said to be a good one.

Dowagiac, Mich., advices state that new hay promises well and big yields are expected.

It is said that hay will probably be more than an average crop this year around Shawnee, Okla.

H. C. Dachsteiner succeeds the firm of W. E. Stipe & Co. in the hay business at West Unity, O.

Pennsylvania reports from both York and Middleton, that state, are favorable to a large hay crop.

A good hay crop, with a yield surpassing that of last season, is reported in prospect around Lawrence, Kan.

Information from Owosso, Mich., states that Shiawassee County will have from one-half to three-fourths of a crop of hay.

The first consignment of new hay of this year's crop to the St. Louis market was received there on June 28—a car of mixed clover from Kansas. It sold for \$10 per ton on track. This was followed



by a car of prairie from Afton, Ind. T., worth \$13 per ton.

A normal yield and good quality is the report from Atlantic, Ia.

Reports from different parts of Whiteside County, Ill., are to the effect that the crop of timothy hay will be below the average this year.

The hay trade at Pittsburg is reported dull, due to light demand, and much of the stock arriving in that city is sold only with difficulty.

At Salem, N. Y., the old crop has all been shipped out. Old meadows are thin, but prospects for the new crop are favorable and an average crop is expected.

At a public sale of forty-two acres of standing grass on a farm near Pottstown, Pa., held on June 24, the prices realized ranged from \$1.10 to \$3.10 per acre.

Hay making and baling are in progress in California and the quality of the crop is said to be excellent. The yield is large except in the southern part of the state.

An Aurora, N. Y., report states that some old hay yet remains for shipment. The new crop is said to be looking fine, and prospects are favorable for a heavy yield.

Prospects for the new crop in the vicinity of Albion, Mich., are said to be very bright. Clover was badly killed out, but timothy is looking fine. Scarcely any old hay left.

A Bad Axe, Mich., report says there is little or no old hay left in that section. The new crop looks fairly well and the outlook is for about an average crop, with but little or no timothy.

The Kansas City Hay Company has been chartered at Kansas City, Mo., with a capital stock of \$5,000, all paid. The incorporators are Wilber Warren, W. H. Beyer and A. H. Curtis.

The clover hay crop in the vicinity of Birch Run, Mich., will be shorter than last year, as a great deal was winter killed. The general prospect for the new crop of hay in that section is reported fair.

A Danbury, Conn., report says that a light yield of hay is expected, due to cold, wet weather. A report from Oxford, Conn., however, states that haying is now in progress there and that the crop is good.

The prospect for the new crop of hay is reported good in the vicinity of Applegate, Mich. It will be late, however, on account of cold weather. About 40 per cent of last year's crop is reported still in the hands of the farmers.

Abel Brothers of Cleveland, O., have just opened their new hay warehouse "A." It has a capacity of 50 cars. They will build another one this fall on the Baltimore & Ohio Railroad, which will give them a combined capacity of 100 carloads.

A Hampton Falls, N. H., report, dated June 23, states that grass in that section has made an unusual growth, and more than an average hay crop is assured. New lands will be very heavy, and low, wet lands will in many cases be light.

The Iowa crop bulletin, dated June 20, states that the meadows show a variable stand and condition and that the hay crop will be somewhat lighter than in the last two seasons. It is stated that the quality is likely to be better, however.

The old public hay market on St. Joseph street, South Bend, Ind., has been abandoned owing to the fact that a new building is to be erected on the site. A vacant lot has been leased by the board of public works of that city and a new hay market opened.

The sample of Maryland timothy hay exhibited at the recent convention of the National Hay Dealers' Association at St. Louis was conceded to be the best on exhibition, being up to the standard in all the necessary requirements for choice timothy hay.

The Washington County (Ore.) hay crop will not be more than a half yield this season, and the county, which has always sent out thousands of tons of timothy each season for Philippine shipment, will probably not be able to enter the markets to any appreciable extent.

A Burlington, Vt., report of June 23 says: "Cutting hay has begun, with prospect of the largest crop in years. Many hay fields, however, run badly to daisies, and unless cut early will not be so good, and in the northern part of state there is much mustard in some meadows. In the Winoski Valley are some of the finest timothy meadows ever seen."

A Montreal, Quebec, dispatch of July 1 says: "The latest reports from the interior of Quebec province indicate that there will scarcely be as large a crop as was at one time expected, although on the whole it is generally admitted that a good average crop may be depended upon. The market has undoubtedly ruled easier since our last report. Stocks of hay are accumulating on spot and country deliveries have been liberal. Holders here, however, are not anxious sellers, nor are they anxious buy-

ers, even at the decline, which would indicate that they have all the hay they require at present."

Rome, N. Y., advices say that a good crop of hay will be harvested there, but not as fine a one as was expected some time ago.

Hay prospects at various Ohio points given below are as follows: Hebron, O.—Very promising, and if the weather is favorable there will be a fine crop with very little clover or mixed hay. Some old hay still on hand. Celina—Very little of old crop in farmers' hands. Never had a better prospect for a heavier crop for many a year. Forest—Old hay about all shipped; new crop looking fine, and will be a large one. Meadows are free of weeds than last year. Stoutsville—Prospects are excellent, acreage about the average. Lexington—New crop looks good; old hay nearly all shipped. Graytown—Very little old hay to be shipped; new crop looks well, but is short for this time of the year. Upper Sandusky—Indications splendid. Bryan—New crop light, but of good quality; clover was all frozen out; very little old hay left. Raymond—Timothy meadows are looking fine and the acreage is large; no old hay here; not much clover; mixed hay will be shipped. Rittman—A large crop, mostly pure timothy. Toledo—Indications point to a fair crop of timothy, but with only about one-third the usual acreage; no clover; at least 25 per cent of timothy meadows frozen out; old crop about all cleaned up.

## SEEDS

Prine & Potter, dealers in field seeds at Toledo, O., are reported to have discontinued business.

The wholesale seed business of J. C. Robinson at Waterloo, Neb., has been incorporated as the J. C. Robinson Seed Co.

E. Annabil has sold his interest in the E. Annabil Co., wholesale seed dealers at McPherson, Kan., to Edward Berg, and the business will be continued under the firm name of Berg & Smalley.

The William S. Gilbreath Seed Co. of Indianapolis, Ind., has incorporated with a capital stock of \$10,000. William S. Gilbreath, Minnie S. Gilbreath and William P. Herod are the directors.

The Indiana Seed Warehouse and Storage Co. has been chartered at Indianapolis, Ind., with a capital stock of \$10,000. The directors are: William S. Gilbreath, Minnie S. Gilbreath and Paul Fiegel.

The Secretary of Agriculture has sent out the following announcement in reference to impure seeds: "The Secretary of Agriculture on July 1 began to buy in the open market samples of seeds of grass, clover or alfalfa, and to test the same, and if any such seeds are found to be adulterated or misbranded, or if any seeds of Canada blue grass are obtained under any other name than Canada blue grass or poa compressa, he will publish the results of the test, together with the names of the persons by whom the seeds were offered for sale."

Regarding the seed crop in the United Kingdom the London Corn Circular of June 20 says: "A pleasant, early summer follows in the wake of an ideal spring, and all nature is looking its best. Haymaking was seriously started in Essex and adjoining counties on the 13th, farmers attacking trifolium and sanfoin, while early pieces of meadow grass have succumbed to the all-devouring knife. The few fields of trifolium show an average swathe. There is plenty of stuff to cut in the fields laid down to sanfoin, but, unfortunately, in the majority of instances a lot of coarse grass is intermixed. Mixtures look promising, and, although not much red clover has as yet been cut, the swathe will be a good one; generally speaking white clover, in many places, shows plenty of bloom, and ought to yield a good crop of seed when the time comes. Meadow grass is very bulky, thanks to the warmth and showers of the past month."

The organization meeting of the Canadian Seed Growers' Association, which was held at Ottawa, Ont., finished its business on June 16 and adjourned. Delegates were in attendance from every province in the Dominion except British Columbia. The object of the Association is to encourage the production and general use of the best seeds for farm crops. Provision was made for the registration of hand-selected seed of the various farm crops, under a system somewhat like that used by live stock associations. The new organization is the outgrowth of the Macdonald seed-grain competition, and its recent development, the Macdonald-Robertson Seed Growers' Association. The new body succeeds the parent organization, which virtually forms the nucleus of the new association. The Canadian Seed Growers' Association is more national in its character and consequently will have a wider sphere of influence than the Macdonald-Robertson Seed Growers' Association. It will carry on its work under the auspices of the

Canadian Department of Agriculture. Dr. James W. Robertson of Ottawa, Ont., who conducted the previous seed-grain competitions, was elected president of the new Association, and a board of eighteen directors, representing all the provinces, was chosen.

The twenty-second annual convention of the American Seed Trade Association, held at the Forcst Park University Hotel, St. Louis, Mo., adjourned on June 23 after a three days' session. About 150 delegates were in attendance. Charles N. Page of Des Moines, Iowa, was elected president. L. L. May of St. Paul, Minn., and W. H. Grinnell of Pierpont Manor, N. Y., are the new vice-presidents.

Concerning the clover seed situation in Ohio, C. A. King & Co. of Toledo have the following to say in their circular of July 6: "Ohio weather bureau weekly report of July 5 says: 'Clover harvest is going on with generally unfavorable weather. The yield is only fair and quite weedy. Timothy meadows are fair to good.' Large Ohio seed dealer, who has recently traveled over the seed section, sends us the following: 'There is a wonderful growth of grass all over the country, so far as I have seen, both timothy and clover, and if removed in time I see no reason why we will not have a fair crop of clover seed. Think winter and dry weather last fall has damaged the old clover some, especially on low land. There is quite a sprinkle of timothy in almost all the clover fields, but do not think it will affect the second crop much. The new clover has made a wonderful growth, and looks as though quite a good deal of it may be cut either for hay or clover seed. Think we had quite a good deal of clover seed from the first crop of clover in 1897.'"

## BALTIMORE ON ITS FEET.

It is now six months since the great Baltimore fire of February prostrated that city and its business; but the recovery from the shock has been as marvelous as was that of which Chicago has boasted since her calamity of 1871. Referring more particularly to the grain trade, Secretary Henry A. Wroth, of the Chamber of Commerce, in a recent interview with a reporter for the American, summed up the conditions in the following manner:

"The depression and dullness which have characterized the grain trade of this port since the fire are due to conditions entirely separate from any that could have been caused by the fire. It is true that those who did a warehouse business in the burnt district, distributing flour and handling grain and feed, have been much hampered in transacting their business since, because of their inability to secure warehouse room, which is necessary in this line of trade; but movement of grain this way from interior markets and exports of flour and corn to foreign markets have not been subjected to any such restrictions. The small receipts have been due to scarcity and high prices, the latter being very much over the export equivalent.

"In this respect Baltimore has not suffered any more than competing ports, as for example the exports of wheat during the month of May from Baltimore, Boston, Newport News, New York, Norfolk, Philadelphia and Portland only amounted to 15,051 bushels. The entire exports from all ports for the month only reached 1,049,000 bushels, compared with 8,097,000 bushels for the corresponding month of last year, and of the quantity exported from all ports, the Pacific Coast sent quite 60 per cent of the total, the remainder going from gulf ports.

"The shrinkage in corn exports was equally decided, Baltimore putting afloat more corn during May than any Atlantic port. But the shrinkage in the corn trade comes more from doubt of the keeping qualities of the cereal than the extreme price.

"The exports of flour from all United States ports declined nearly 60 per cent as compared with May nearly one year ago. These figures show that the shrinkage in volume is not confined to Baltimore, which are well understood and which operate at all Atlantic ports. Europe has been independent of breadstuffs supplies from the United States for months, the Argentine Republic, Russia, the Danube, Australia and India weekly putting afloat in excess of 10,000,000, whereas the requirements of importing countries are about 9,000,000.

"With the prospect of a wheat crop in excess of 650,000,000 bushels, a large corn crop, a greater oat crop than last year and a splendid hay crop, there should be a large surplus of the first three for foreign shipment. Already the harvest has begun in Southern Maryland, and the prospects of the wheat crop in our own state and in Delaware and Virginia, as well as in portions of Pennsylvania, are excellent indeed. Wheat will soon begin to move and must find a lodgment, and the price will necessarily get down to an export basis in competition with other countries, although the finer grades will necessarily be taken first by millers who are comparatively bare of wheat.

"Supplies of corn are likely to increase, although the visible at all markets in the country at the present time does not constitute a good stock for



one important market. Movement of corn is likely to increase as that of wheat and oats increases, and as foreign markets will want considerable supply between now and the end of August, the outlook is for improved conditions, a freer movement of grain, and a restoration to normal conditions at this port. Ocean-going vessels will not be compelled to start on a voyage with no grain in their cargoes to import into European ports."

## PERSONAL

L. H. Dunn, for the past two years manager of the Benson Elevator at Luverne, Minn., has resigned.

John Herzer, a grain dealer of Wichita, Kan., and Miss Clara Steadman of that city were married on June 17.

A. J. Bier of Graymont, Ill., succeeds A. E. White as manager of the Rogers Grain Co.'s elevator at Weldon, Ill.

Edward Adams has been engaged as grain buyer for the Wohlhueter Elevator Co. at Huntley, Minn., for another year.

Harley Gearhart has taken charge of the Neola Elevator Co.'s elevator at Collins, Iowa, succeeding C. R. Wick as manager.

Charles Brown has removed from Grafton, N. D., to Winnipeg, Man., where he has taken an important position with the Imperial Elevator Co.

George Loveland has resigned his position as manager of the Northern Grain Company's elevator at Mondovi, Minn., and gone to Windom, Minn.

Joel Wolsted, wheat buyer for the Federal Elevator Co. at Donaldson, Minn., for the past year, has returned to his old home at Harmony, Minn., where he has accepted a position.

C. A. Overstreet is now manager of the elevator at Clay Center, Neb., owned by Milmine, Bodman & Co. Mr. Davey, the former manager, has been transferred to Holdrege, Neb.

William J. Frantz, who had charge of the Bingham Elevator at Cobden, Minn., until it was closed for the summer, has taken the management of the Eagle Roller Mill Co.'s elevator at Searles, Minn.

C. O. Peters, representative of the Ohio Grain Dealers' Mutual Fire Insurance Co. of Columbus, Ohio, was married on June 26 to Miss Esther Hisey of Kenton, Ohio. They will make their home at Columbus.

George Roberts has resigned his position in the elevator at Dorchester, Neb., and has entered the employ of the Ernst-Davis Grain Co. at Kansas City, Mo. His brother, Arthur, succeeds him at Dorchester.

E. E. Quigley of Chicago has taken the position of manager of the Muscatine, Iowa, office of the Chicago Grain and Elevator Co., succeeding F. P. Kelley, who has been transferred to Davenport, Iowa, where his family resides.

William C. McCoy, manager of the St. Louis Victoria Flour Mills at St. Louis, Mo., until that plant was recently leased by the Washburn-Crosby Company, has been made secretary of the W. D. Orthwein Grain Company of St. Louis. Mr. McCoy will devote a large part of his attention to the new mill order and consignment department of the Orthwein Grain Company.

David S. Blackmore, a prominent grain man of Shelbyville, Tenn., met with a serious accident while out hunting squirrels with a friend recently. Mr. Blackmore had climbed a tree for the purpose of driving the squirrels from their holes, and, stepping on an unsound limb, which broke under his weight, fell to the ground a distance of thirty feet. He struck on his head and shoulders and was rendered unconscious, remaining in that condition for several hours.

Captain Edward F. Griswold, senior partner in the wholesale grain, flour and feed firm of Griswold & MacKinnon of St. Johnsbury, Vt., sailed recently from Boston on the barque, Carrie Winslow, for the Argentine. He will be absent for about six months, the sailing voyage occupying 60 days each way. Captain Griswold has been around the world, has made a balloon ascension alone, and is now realizing a long anticipated desire to take an extended sailing trip.

## HANDLING A CROP.

The management of the Rock Island System has recently compiled an interesting tabulation showing the relative value of the grain crop in the Rock Island and Frisco states to the farmer and to the railroads and particularly to the Rock Island System.

According to this statement, the total production

of wheat, oats and corn in the United States for the year 1903 was 3,666,000,000 bushels, which represent 3,482,979 carloads and an aggregate farm value of \$1,664,000,000. This aggregate cereal production was divided between winter wheat, spring wheat, oats and corn, the latter amounting to 2,244,000,000 bushels, or 61.2 per cent of the entire production of all kinds of grain. This corn output alone furnishes 2,285,000 carloads of freight which had a farm value of \$953,000,000, or 57.2 per cent of the whole. The entire wheat production aggregated 400,000,000 bushels, or 436,000 carloads with a farm value of \$286,000,000, or 17.2 per cent of the whole.

This same statement makes it appear that practically 70 per cent of the total crop in the country was raised in the seventeen states reached or traversed by the Rock Island-Frisco System. More interesting still is the fact that almost 60 per cent of the total production of these grains in the United States come from eleven states which ship the greater part of their crops, and the Rock Island-Frisco lines are located so as to command their fair proportion of the movement. These states are: Illinois, Iowa, Missouri, Kansas, Nebraska, Texas, Oklahoma, Indian Territory, Colorado, Minnesota and South Dakota.

Kansas produced the largest amount of wheat or 13.6 per cent of all, 87,000,000 bushels, at a farm value of \$51,475,000, being her contribution. Minnesota raised 71,000,000 bushels, all spring wheat, which was 11 per cent of the total production of wheat. Three states were strong competitors for the corn prize. Illinois, however, won with a production of 264,000,000 bushels, worth to the farmers \$95,000,000. This was 11.8 per cent of the total yield. Iowa came second with 10.2 per cent and Kansas third with 9 per cent.

In case the total crop of 1903 was loaded in cars 42 feet long, over all, on the average, it would take one train 27,705 miles long, or 139,319 trains of twenty-five cars each, to handle it.

## OBITUARY

M. S. Forbus, head of the grain commission firm of M. S. Forbus & Co., Cincinnati, Ohio, is dead.

Peter Schertz, an ex-banker and grain merchant of Metamora, Ill., died on July 5 of Bright's disease. The deceased was fifty-eight year of age. He was in the grain trade at Metamora for many years and was a member of the Peoria Board of Trade. A widow and several children survive him.

Janvier Le Duc, formerly a well-known grain man, died at his residence in Milwaukee, Wis., on June 19, of tuberculosis, after a prolonged illness. The deceased was born in Montreal, Quebec, and was 73 years of age. Mr. Le Duc came to the United States about forty years ago and engaged in the grain trade in New York City. About four years ago he removed to Milwaukee. He leaves a wife and two brothers.

Daniel E. Brush, president of the Brush, Son & Hough Co., live stock commission merchants at the Union Stock Yards, Chicago, and a charter member of the Chicago Board of Trade Association, died suddenly in this city on July 1. The deceased was 75 years old and had lived in Chicago more than half a century. He was born in New York State and came West in 1851, settling in Chicago in the fall of that year. He leaves a widow, one daughter and two sons, Homer J., and Daniel E. Brush.

Frederick J. Miller, of the grain firm of Truscott & Miller, Buffalo, N. Y., with offices in the Buffalo Chamber of Commerce, was accidentally drowned in Park Lake, that city, on June 26. Mr. Miller had gone to Delaware Park to spend the afternoon, being accompanied by his brother-in-law, Otto F. Kempel. They rented a canoe and went for a ride on the lake. In some manner the boat capsized and its occupants fell into the water. Mr. Miller was unable to swim, and despite the efforts of Mr. Kempel to save him, was drowned. He was 26 years old. He leaves a widow and infant daughter, besides his parents, three brothers and four sisters.

Samuel Augustus True, president of the S. A. True Co., wholesale grain, flour and feed dealers of Portland, Me., died at his residence in that city on June 23, after a brief illness. Mr. True was born in Portland in 1837, and resided in that city all his life. Shortly after completing his education he engaged in the grain and flour business. When the S. A. True Company was incorporated in 1895 he was made its president, which position he occupied until his death. He served in the legislature of his native state for one term. He was also prominently identified with the Masonic fraternity and was a Knight Templar. His wife, to whom he was married in 1859, one son and a daughter survive him.

The salvage wheat of the Fort William Elevator B was sold to a Toronto firm for 40 to 60c per bu.

## FLAXSEED

The reports of the assessors in the vicinity of Grand Forks, N. D., are said to show a decrease of 75 per cent in the flax acreage of that section.

What is said to have been the most valuable cargo ever brought by lake to Chicago, was that of the steamer Sonora, which arrived in the Calumet on June 20 with 190,000 bushels of flaxseed. At the current price of flaxseed on that date the consignment was worth over \$203,000. The grain was from Duluth and consigned to the American Linseed Oil Co.

Imports of flaxseed for the month of May amounted to 4,658 bushels, valued at \$7,085, as compared with 19 bushels, valued at \$21, for the preceding May. The total imports of flaxseed for the eleven months ending with May were 24,013 bushels, valued at \$30,641, as compared with 124,818 bushels, valued at \$187,796, for the corresponding period ending with the preceding May.

During the month of May 206 bushels of flaxseed, valued at \$247, were exported, as compared with 180,599 bushels, valued at \$211,665, for the preceding May. For the eleven months ending with May 758,375 bushels of flaxseed, valued at \$820,661, were exported, as compared with 4,087,818 bushels, valued at \$5,644,175, for the corresponding eleven months ending with the preceding May.

A press dispatch of July 7 says: "Old crop flaxseed has advanced 8 cents in two days on reports from the Northwest that the acreage will be much smaller this year than last. It is also stated that in some quarters the plant is looking yellow, due to excessive moisture. The Duluth Commercial Record claims that 800,000 acres of flaxseed area was abandoned to wheat this year in North Dakota alone."

W. B. Davenport, industrial commissioner of the C. & St. P. Railway, has been making a series of experiments with the view of utilizing the flax straw which annually goes to waste in the Northwest. It is said that rope and cordage, oakum, mats, carpets and pulp boards are some of the products which it is expected will be produced from the fiber and pulp of the straw. In the flax growing country of the Northwest the flax straw is usually considered of no value and is burned in the fields.

Orange Judd Farmer publishes the following preliminary estimate of flax acreage this year in comparison with the acreage harvested last year:

	Acre, '03.	Acre, '04.
Wisconsin .....	45,000	42,000
Minnesota .....	647,000	583,000
Iowa .....	98,000	78,000
Missouri .....	56,000	46,000
Kansas .....	144,000	132,000
Nebraska .....	20,000	19,000
North Dakota .....	1,610,000	1,191,000
South Dakota .....	453,000	480,000
Others .....	86,000	90,000

Total ..... 3,159,000 2,661,000

In a letter sent out by the Ames-Brooks Co. of Duluth, Minn., to the trade the first of this month the flaxseed situation is reviewed as follows: "The situation in flaxseed in this country is particularly interesting because at present we seem to be gradually changing from an import basis to one more in line with the world's values of seed. For instance, the seed brought in from Argentina paid a duty in this country of 25 cents per bushel and was bought c. i. f. New York close to 90 cents per bushel. Argentine seed is worth to-day c. i. f. New York or c. i. f. foreign ports about \$1.04, as per cable received by us to-day. In the meantime Duluth seed has declined from \$1.18 to \$1.09, so that our present prices are about 15 cents below an import basis and about 15 cents to 20 cents above an export basis. There is no doubt our acreage is severely decreased in the Northwest, but the condition of the growing crop is satisfactory at present. We have a cable to-day from one of the best authorities abroad—at Liverpool—which says: 'Argentine acreage of flax this year largely reduced. Drought continues there. Think situation warrants advance. Danubian and Russian crops moderate. India reaped good crop.' The enormous consumption of flaxseed abroad on the low prices of this season has been a matter of marvel to the trade, and, as noted above, prices have reacted sharply from the low point."

## ELECTROCUTING RATS.

An employe of a grain elevator at Rochester, N. Y., has invented an electrocuting device for slaughtering rats, using the incandescent light current supplied to the building. The device as is used is described as follows:



"First, a flat piece of copper was placed on the floor (insulated, it is presumed, as a protection against fire) in one of the rat runways or in a corner of the building, and a wire run to it from the light circuit. On this copper plate was placed a large and appetizing piece of cheese. Then a second copper plate was placed on the floor almost, but not quite, touching the first plate. The return wire of the incandescent light circuit was connected with this second plate. The cheese, of course, was in full view, and nothing could have looked more innocent. But to reach it a rat would first step on the copper plate connected with the return wire. So far nothing would happen to disturb the peace of mind of his ratship. His next move, however, would be to place his forefeet on copper plate No. 1, on which the cheese had been placed. The instant the front feet of the rat touched this piece of copper, as his hind feet would still be on the second piece, he would complete the electric circuit. The current would shoot through his body and he would drop dead before he had time to utter a squeak.

"There was nothing about the contrivance to indicate a trap, even to the oldest and wisest rat. The cheese was in plain sight, and apparently easy to get, and by its smell attracted rats from all over the warehouse. The whole arrangement looked so innocent that even the sight of the bodies of their predecessors did not frighten away the hungry rats. On the morning after the 'rat electrocution trap' was first tried over a score of dead rats were found. The next night half a dozen similar traps were set, all meeting with the success of the first."

## TRANSPORTATION

It is said that work will immediately be commenced on an extension of the Denver, Enid & Gulf Railroad from Enid, Okla., northward to connect with the Union Pacific, possibly at Hays, Kan.

Rates on wheat from Kansas City and the Southwest to Newport News and Baltimore have been reduced 3 cents per 100 pounds, effective July 15, making them equivalent to the rates from Kansas City to New Orleans.

On July 1 the St. Louis, Kansas City & Colorado Railway, which has been completed between St. Louis and Kansas City, was absorbed by the Rock Island and became the St. Louis division of that system, the other name being dropped.

Representatives of the Lake Lines Association and traffic officials of the Eastern railroads met in Chicago and extended rates on grain products, which expired with the month, until September 30. No action was taken on the question of differentials, the old rate of 2 cents per 100 pounds in favor of the lake lines being allowed to stand.

It is announced that the Alton has, for the time being, withdrawn the 21-cent grain rate to the seaboard and that the old tariffs, 23½ cents to the seaboard and 18 to the Gulf, will be restored. The Baltimore & Ohio Southwestern has given notice that it will join any Western connection at any time in making a 21-cent grain rate from the Missouri River to the seaboard.

The Pennsylvania Railroad has notified the Baltimore Chamber of Commerce that its ex-lake freight rate on corn, wheat, oats, rye, barley and flax from Erie, Pa., to Baltimore in carload lots and for export will be uniform—2.6 cents a bushel—effective July 1. The lake rate from Chicago to Erie is a fraction over 1 cent per bushel, making the lake and rail rate from Chicago to Baltimore about 4 cents a bushel.

A reduction in eastbound grain rates by the Atlantic Coast trunk line railroads went into effect July 1 and was made to equalize the rates prevailing on the Canadian lines. Under the new tariff, all grain from Buffalo is placed upon a 3-cent basis. This is a reduction of 1 cent per bushel on wheat and flax, ¾ cent per bushel on corn, and ½ cent per bushel on barley. No reduction is made on oats. Shippers contend that this reduction is not sufficient to attract any great quantity of grain from Canada.

### NEW PACIFIC RATES.

The Ship Owners' International Union, embracing an aggregate tonnage of 1,366,949, of the total of 1,792,592 tons employed by the British, French and German merchant marine in the grain trade, has fixed rates from San Francisco at 22s 6d (\$5.40) for wheat, 23s 9d (\$5.68) for flour or barley, and 25s (\$6.00) for merchandise, with not exceeding 1s 3d (30c) less to a direct port and 2s 6d (60c) additional to the continent other than Havre, Antwerp, Dunkirk and Hamburg. A flat rate of 22s 6d (\$5.40) is fixed for Southern California, 27s 6d

(\$6.60) for Portland, and 26s 3d (\$6.30) for Tacoma and the Sound, lay days not before September 1 and Portland and the Sound. Owners will have the right to reimburse the charterers the net cost of any extra insurance paid on cargo owing to the age or condition of the ship. Breaches of the rules by the members are to be punished by a fine of 5s (\$1.20) per ton on the dead weight capacity of the ship.

The maintenance of these rates would add from 5c to 8c per bushel to ocean carrying charges from our Pacific Coast ports, as compared with the cost for a large portion of the past season. There is a possibility of competition from regular liners and tramp steamers in the event of quiet business in general transportation, says the Commercial News, while shippers are content to let the situation develop itself. In the meantime there is the smallest amount of future business ever reported on the coast, where crop prospects were as favorable for record-breaking shipments.

### VARIETY TESTS OF CORN.

Tests of nineteen varieties of corn conducted during 1902 and 1903 by fifty-nine farmers in various parts of Nebraska are reported in Bulletin 83, published by the Experiment Station at Lincoln. These variety tests were undertaken because of a lack of knowledge regarding the types of corn best adapted to different localities in the state, says T. J. Lyon of the Nebraska Experiment Station.

For these experiments the state has been divided into six sections, the boundary lines of which correspond more or less closely with those marking changes in the natural vegetation as shown by the botanical survey. All tests in any one section include the same varieties. Nineteen varieties in all were tested, but the maximum number in any one section was twelve.

Seed corn was sent to each experimenter each year, the supply always being obtained from the same source. It was necessary to do this, as the varieties were grown side by side, which, although it does not affect the yield of grain from any variety, does render it valueless for seed. Enough seed was sent to plant at least a quarter of an acre of each variety. Instructions were given to plant all varieties in the same manner, and on the same day; to prepare the land in the same way, and give the same cultivation. Each variety was to be picked separately and an accurate estimate of the yield of corn on the cob determined, also the proportion of corn to cob on ten representative ears of each variety.

The varieties tested were Boone County White, Reid's Yellow Dent, Silver Mine, Riley's Favorite and Leaming, representing seed raised east of the Mississippi River; Snowflake White and Early Yellow Rose, representing seed raised in Iowa; Pride of the North and Minnesota No. 13, from seed raised in Minnesota; Hogue's Yellow Dent, Golden Cap, Mammoth White Pearl, Mammoth Golden Yellow, Nebraska White Prize, Golden Row, Calico, Legal Tender, and Gold Mine, from seed raised in Nebraska.

There was much variation in different localities as to the variety giving the best yields of grain. This was expected, and was the reason for beginning the experiment. There are great differences in the fertility and working qualities of the soil in different parts of the state, as well as differences in rainfall and temperature. The conditions favorable for one variety may not be so favorable for another. Much will depend also on the region in which the variety has been raised. A report of each test is given in the bulletin.

Corn brought from outside of the state did not yield so well as corn raised within the state. A notable exception to this is Reid's Yellow Dent.

Early maturing varieties did not yield so well as later maturing ones.

Yellow varieties gave, on the whole, better yields than white varieties.

The proportion of corn to cob did not bear any relation to the yield of corn per acre, neither did the size of the ear.

Some of the varieties of corn brought from other states, although not yielding remarkably well in these trials, give evidence of becoming very valuable varieties after they have been raised in this region for a sufficient number of years to become well adapted to the climate. Of these, Reid's Yellow Dent, Boone County White, Leaming, and Silver Mine are particularly promising.

Oklahoma is rapidly coming to the front as a producer of broom corn. I. B. Mitchell of Charleston, Ill., says he has been informed that in Woods County, Okla., alone, there was as much broom corn grown last year as in the entire state of Illinois; but Woods County is six times the size of Coles County, the banner broom corn county of this state. He says that the crop is placed on the market from Oklahoma at a much lower figure, and that Illinois, therefore, may be forced to take a back seat.

## LATE PATENTS

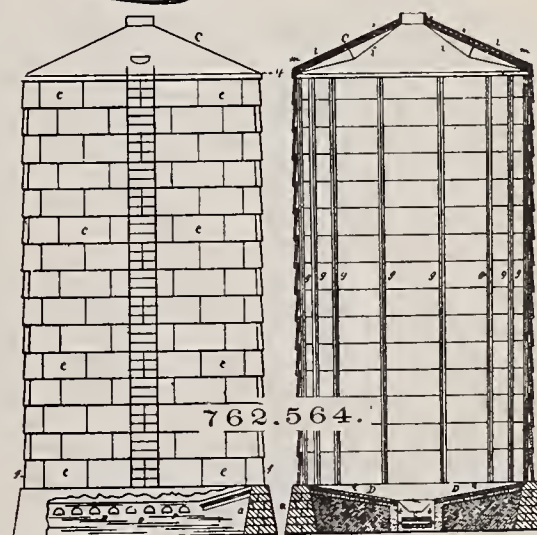
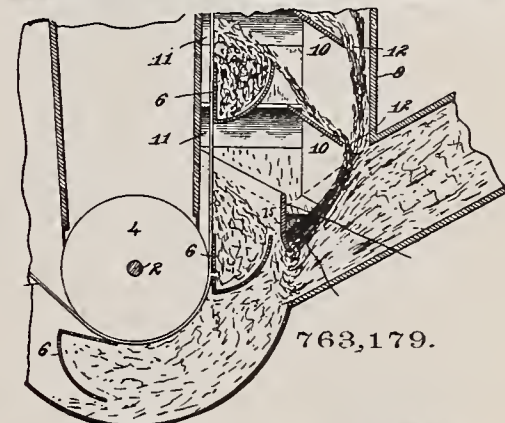
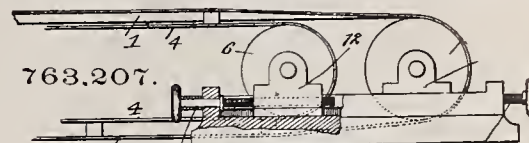
Issued on June 14, 1904.

Portable Elevator.—Jacob Neubauer, Wells, Minn. Filed March 20, 1902. No. 762,488.

Grain Tank.—Claude A. P. Turner, Minneapolis, Minn. Filed November 24, 1902. No. 762,564. See cut.

Issued on June 21, 1904.

Grain Elevator.—Thomas F. Hall, Omaha, Neb. Filed May 13, 1903. No. 763,179. See cut.



Belt Conveyor.—John J. Ridgway, Rosebank, N. Y. Filed October 27, 1903. No. 763,207. See cut.

Issued on June 28, 1904.

Grain Car Door.—William A. McGuire, Chicago, Ill., Antonie, Augusta, Helena, Bertha, Clara McGuire and John F. McGuire, executors of said William A. McGuire, deceased. Filed January 26, 1904. No. 763,622.

Conveyor.—Joseph C. Hoshor, Paterson, N. J. Filed February 9, 1904. No. 763,896.

Conveying Driving Mechanism.—Joseph C. Hoshor, Paterson, N. J. Filed February 9, 1904. No. 763,897.

## OUR CALLERS

[We have received calls from the following gentlemen prominently connected with the grain and elevator interests during the month.]

J. D. Shanahan, chief grain inspector, Buffalo, N. Y.

W. L. Richeson, chief grain inspector, New Orleans, La.

J. Russell Smith, secretary Sprout, Waldron & Co., Muncy, Pa.

A. F. Leonhardt, of A. F. Leonhardt & Co., New Orleans, La.

Fred Muller, secretary and treasurer Board of Trade, New Orleans, La.

John O. Foering, president Chief Grain Inspectors' Association, Philadelphia, Pa.

L. R. Doud, representing Grain Dealers' National Mutual Fire Insurance Company, Indianapolis, Ind.

C. A. McCotter, secretary Grain Dealers' National Mutual Fire Insurance Company, Indianapolis, Ind.



# For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

## FOR SALE.

Feed mill for sale in a live town of 10,000; doing fine business. Reason for selling, poor health. Will guarantee it a good investment.

T. S. ELLIS & CO., Hartford City, Ind.

## BAGS FOR SALE.

10,000 second-hand, 2-bushel grain bags, 10,000 140-pound export flour bags, 5,000 5-bushel oat bags. Cheap.

WILLIAM ROSS & CO., 57 So. Water St., Chicago, Ill.

## HAY BARN FOR SALE.

Practically new, about 80x150 feet (100 cars' capacity), on two lots 50x200 feet each; located in the prosperous town of Mounds, Creek Nation, I. T., on Frisco Ry. A fine grain and hay point. Bargain for cash. Rented last year for \$300, but want to sell at once. Wire or write

WAXAHACHIE GRAIN CO., Waxahachie, Tex.

## FOR SALE ON EASY TERMS.

Three and three-quarter (3¾) sections of the choicest farming lands in Assiniboia, Canada. The Canadian Pacific Railway is constructing a line from Lauder, Manitoba, west to Regina, Assiniboia. This line will run either through or alongside of most of our land. Address

W. R. MUMFORD COMPANY, Room 430 Rialto Bldg., Chicago.

## FOR SALE.

A modern mill, located on the main line of the Santa Fe Railway in one of the best wheat sections of Oklahoma. Prospects for wheat are good. Capacity of mill, 125 barrels flour and 100 barrels meal. Building in first-class condition; built four years ago, and large enough to increase capacity to 350 barrels. This is a bargain. For full particulars write

E. A. STINSON, Guthrie, Okla.

## MACHINERY

### FOR SALE CHEAP.

Two No. 4 Barnard & Leas Wheat Separators and Oat and Weed Extractors, 1 No. 7 Bowsher Grinder, with sacker; 1 Howe Railroad Track Scale. Address

H. F. CASKEY, La Salle, Ill.

### FOR SALE.

At a bargain, one 15 to 17 horsepower Pierce Gasoline or Gas Engine with compressed air starter. In first-class condition; used but about six months.

HART GRAIN WEIGHER CO., Peoria, Ill.

### FOR SALE.

Bargain in a second-hand No. 1 Willford Three-roller Feed Mill, capacity 60 to 75 bushels per hour; in first-class condition. Ask for our list of second-hand machines, pulleys, etc.

WELLS-ABBOTT-NIEMAN CO., Schuyler, Neb.

### FOR SALE.

One 14-horsepower New Era Gasoline Engine, \$275.

One 18-horsepower double cylinder gasoline engine, \$200.

One 6-horsepower Capitol Gasoline Engine (new), \$240.

One 20-horsepower Ajax Steam Engine (new), \$100.

One 2-horsepower Capitol Gasoline Engine, \$95.

C. H. A. DISSINGER & BRO., Wrightsville, Pa.

## SCALES

### SCALES FOR SALE.

Scales for elevators, mills, or for hay, grain or stock; new or second-hand at lowest prices. Lists free.

CHICAGO SCALE CO., 299 Jackson Boulevard, Chicago, Ill.

## ELEVATORS

### KANSAS ELEVATORS.

Elevators for sale in Kansas. Address

E. J. SMILEY, 37 Crawford Bldg., Topeka, Kan.

### FOR SALE OR RENT.

New 10,000-bushel capacity elevator. Coal, ice, stone, machinery and lumber. No competition. Good business doing now. Address

BOX 87, Sycamore, Ill.

### ELEVATORS FOR SALE.

Two elevators located on Santa Fe, west of Wichita, in one of the best wheat sections in Kansas. Growing wheat is immense. Address

P. O. BOX 762, Wichita, Kan.

### ELEVATOR FOR SALE.

On the Big Four Ry. in the corn belt in McLean County, Ill. Capacity, 25,000 bushels. Handles about 200,000 bushels yearly. No competition. Gasoline, 16 horsepower; all in good condition. Address

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If you are looking for a good grain, coal or lumber business, write C. A. Burks, elevator broker, Decatur, Ill., for list No. 14, containing description of 63 elevators for sale, also 45 farms, business blocks and residences in exchange for mills and elevators, it being the largest list of elevator properties ever published. No one looking for elevator property in the grain belt of the United States should be without this list. It gives you a complete description of these properties written by an experienced grain man, and written in a manner that will give anyone familiar with the grain trade a correct idea of what each party has for sale. Write to-day; free for the asking. Don't forget the address,

C. A. BURKS, Elevator Broker, 212 Merchants Exchange, Decatur, Ill.

## Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### GREAT BUSINESS CHANCE.

For bright man well up in office work and who knows something of the seed and grain business. Some capital required to obtain an important office in a well-established, organized concern handling seeds and grain. Located in the West. Grain dealers and importers. A chance of a lifetime for the right party. Write, giving ability, means and reference,

NEBRASKA, Box 7, care "American Elevator and Grain Trade," Chicago, Ill.

## GRAIN WANTED

### GRAIN WANTED.

Wanted—Feed barley and new No. 2 and No. 3 rye.

W. H. SMALL & CO., Evansville, Ind.

### MONEY IN YOUR POCKET.

If you want to change that second-hand machine into money advertise it in this department. Or if you have a grain elevator to sell or rent, or wish to buy, make your wants known through these columns.

## ELEVATORS WANTED

### ELEVATOR WANTED.

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### WANTED.

A good, all-round man to handle our elevator and feed mill. Steady work for the right man. State age, experience and salary in first letter. GWINN BROS. & CO., Huntington, W. Va.

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ALL SIZES MADE TO ORDER

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WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

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And take contracts either for material alone or job completed. Write us for prices. We can save you money.

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OUR SPECIALTY: RECLEANED ILLINOIS SHELLED CORN CLEVELAND, O.

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CORN-WHEAT-OATS

CAIRO, :: ILLINOIS

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Send us your samples or ask for ours



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ESTABLISHED 1846

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THE GOLDEN RULE

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OF TOLEDO, OHIO

SPECIAL MARKET AND CROP REPORTS FREE

BE FRIENDLY

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TOLEDO, O.  
**Buy and Sell Grain**

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F. W. JAEGER

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ESTABLISHED 1879

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MINNEAPOLIS DULUTH

PRIVATE WIRES-CHICAGO AND NEW YORK

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BUYERS AND SHIPPERS

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PEORIA, ILL.RECEIVERS, BUYERS AND SHIPPERS  
OF WHEAT, CORN, OATS AND RYEOn account of the peculiar character of the season, grain  
is largely off grade and we advise consignments.  
WE GIVE ALL CONSIGNMENTS CAREFUL ATTENTION

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Unlimited storage capacity for grain and seed. Storage capacity, 6,000,000. Unloading capacity, 300 cars daily.  
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Experienced and capable men in all departments.

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consignments.

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for cash and  
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72 Board of Trade, CHICAGO

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CHICAGO

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BOUGHT AND SOLD ON MARGINS

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### Chicago Grain & Elevator Co.

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Capital, \$250,000. Surplus, \$50,000.

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## CHICAGO



### We Have

every facility for handling  
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Experienced Men on 'Change  
Ample Financial Resources  
Thirty Years' Experience

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77 Board of Trade

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62 Board of Trade

CHICAGO, ILL.

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CORRESPONDENCE SOLICITED

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ESTABLISHED 1852

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Personal attention given to selling  
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Try us and you will be well pleased

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Consumption 165,000 bushels daily

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Consign Your Grain  
To a Strictly

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OUR SPECIALTIES

Quick Return and Careful Guarding of Our Shippers' Interests.

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QUICK SALES. IMMEDIATE RETURNS. RELIABLE REPORTS.

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ST. LOUIS

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McCance Block, Cor. Seventh Ave.  
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Established 1878

### Wholesale Grain, Hay and Mill Feed

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### HARDMAN & HECK

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Divided cars yellow ear or shelled corn and white oats  
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Will buy outright or sell on usual rates of commission.  
Liberal Advancements made on Consignments

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29 Chamber of Commerce

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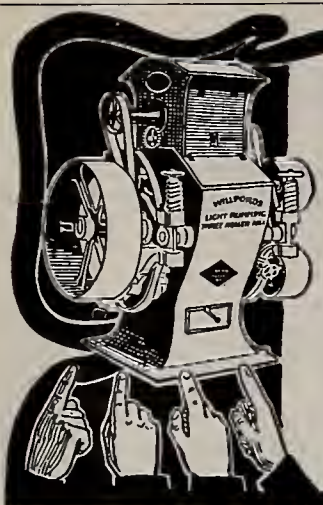
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BILLS ARE PAID HERE  
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Storage capacity 8,000 bales, 30,000 bushels  
Let us know what you have to offer.





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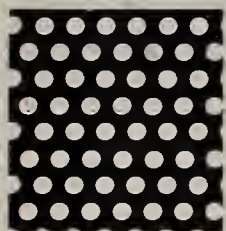
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**Silica-Graphite**  
**PAINT**

**PREVENTS RUST**

MANUFACTURED ONLY BY THE  
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CONVEYING MACHINERY  
IF SO, CONSULT

**"JEFFREY"**



376 page Catalogue is yours for the asking.  
Elevator Buckets, Spiral Conveyors,  
Rubber Belt Conveyors, Gears, Shafting,  
Hangers, Chains, Sprocket Wheels.

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Patented Chain Grain Feeders  
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Send specifications for complete equip-  
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**CLEVELAND ELEVATOR**  
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Suitable for Mills, Elevators, Ear Corn, Cobs,  
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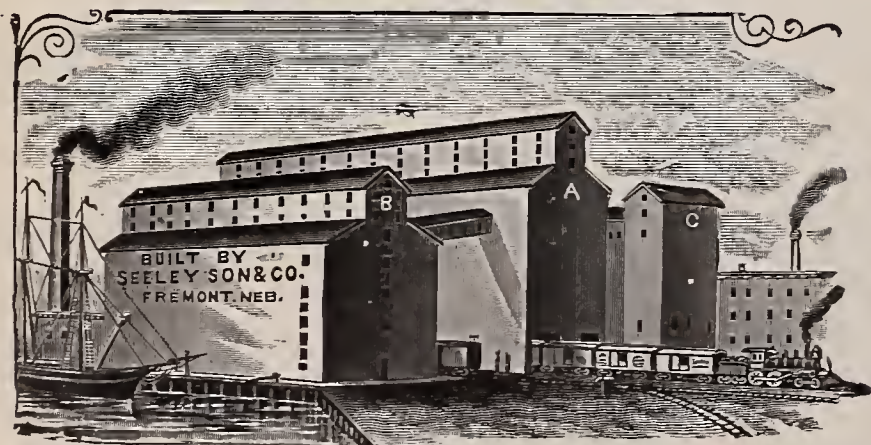
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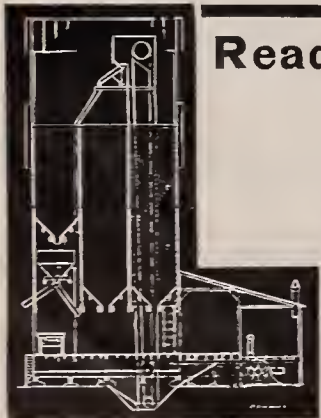
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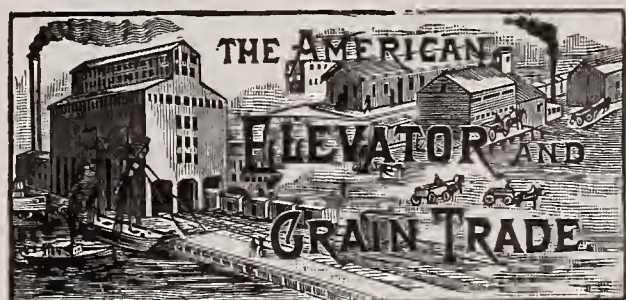
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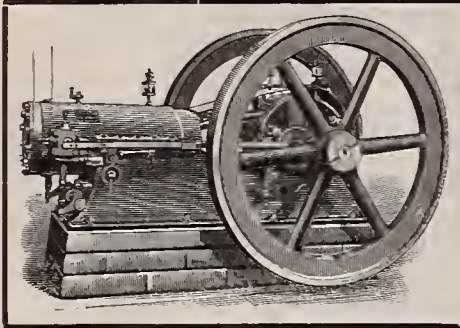
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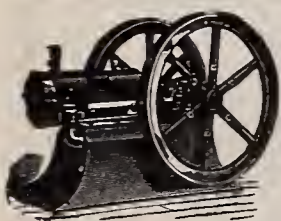
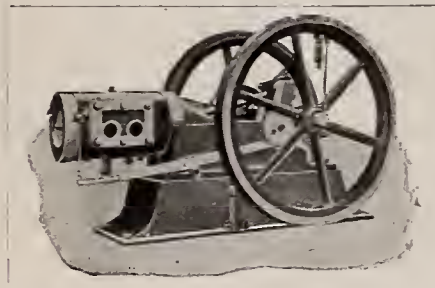
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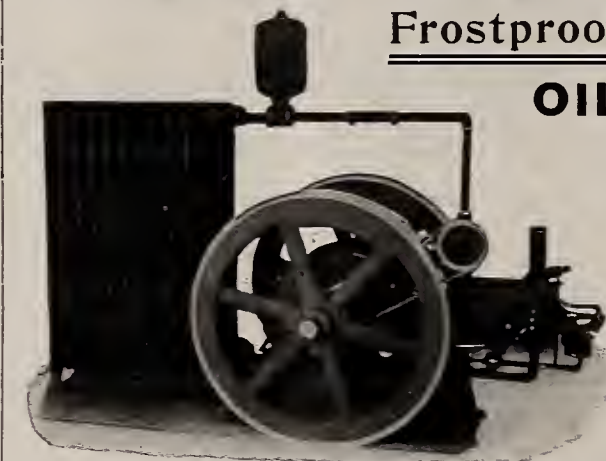
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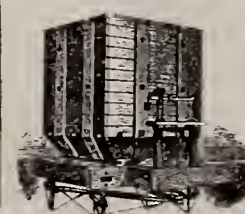
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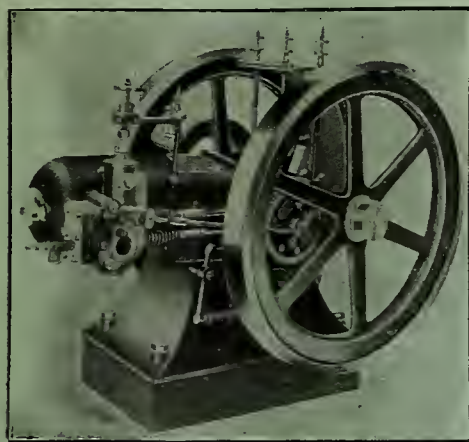
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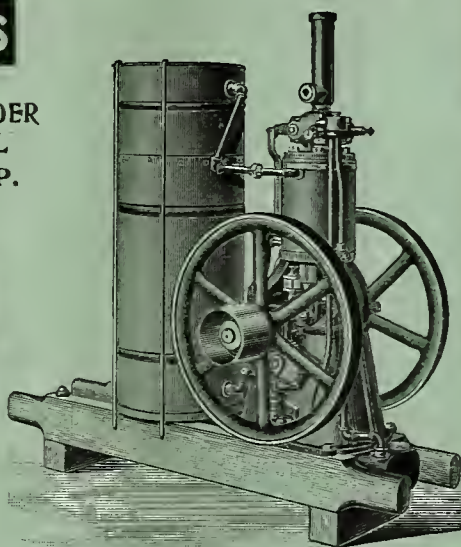
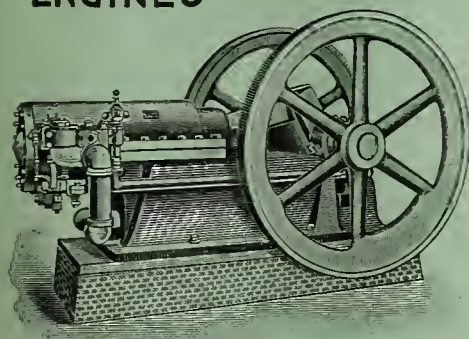


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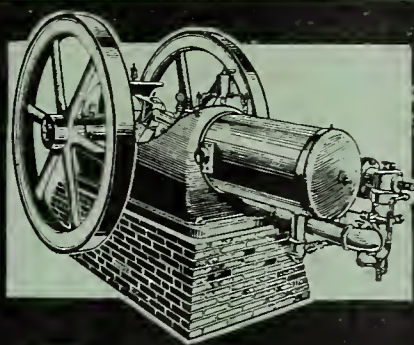
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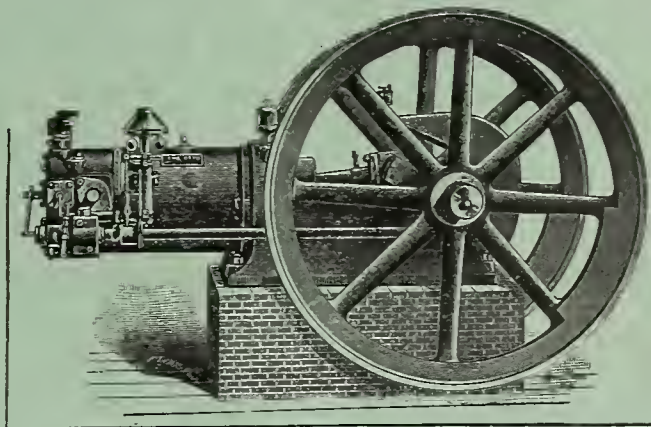
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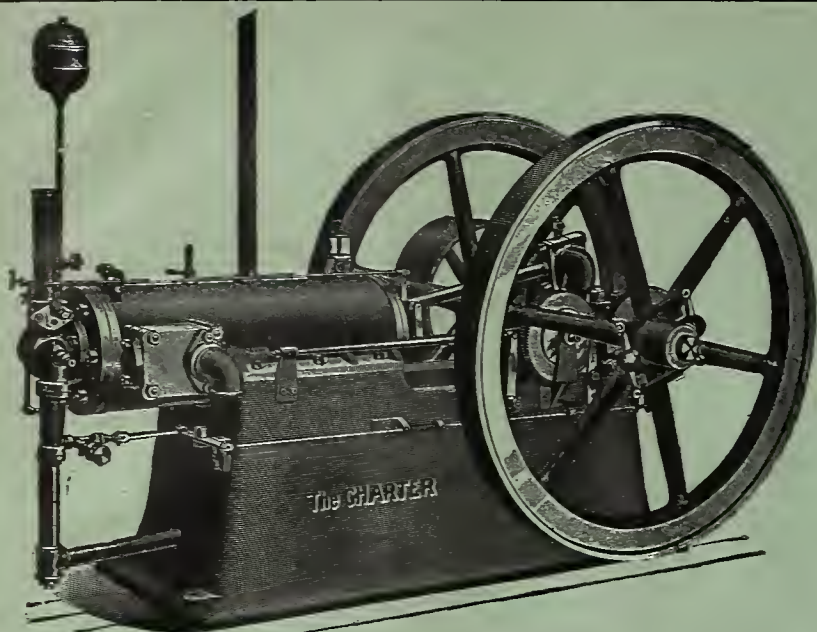
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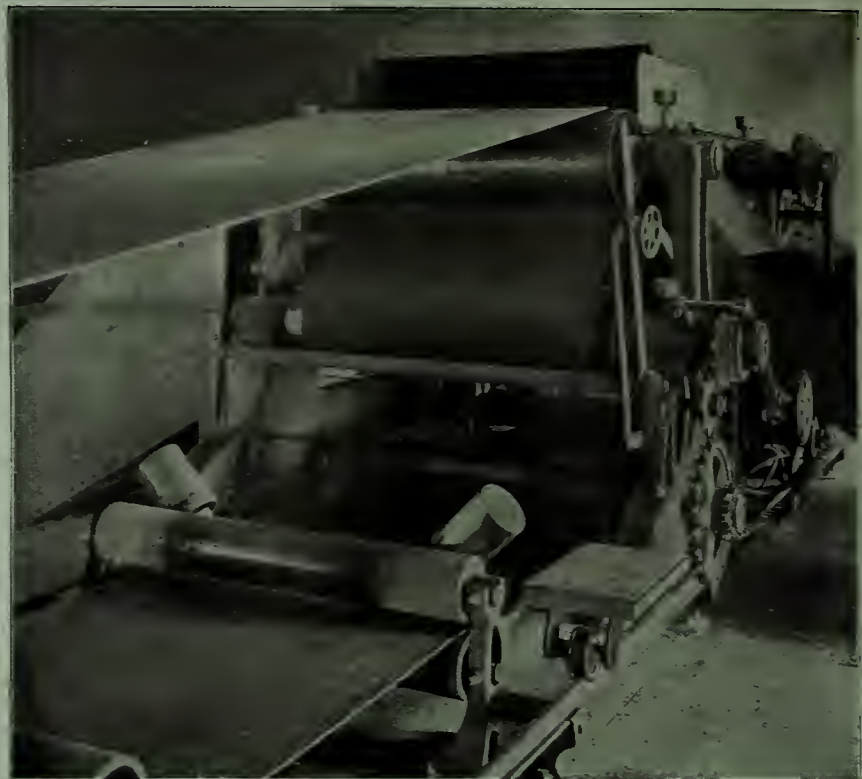
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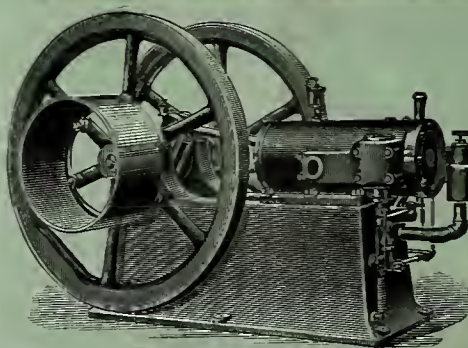
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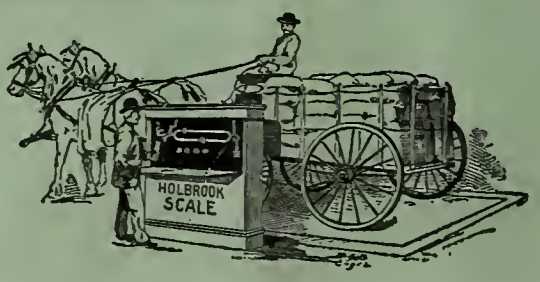
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